

# Chemist & Druggist

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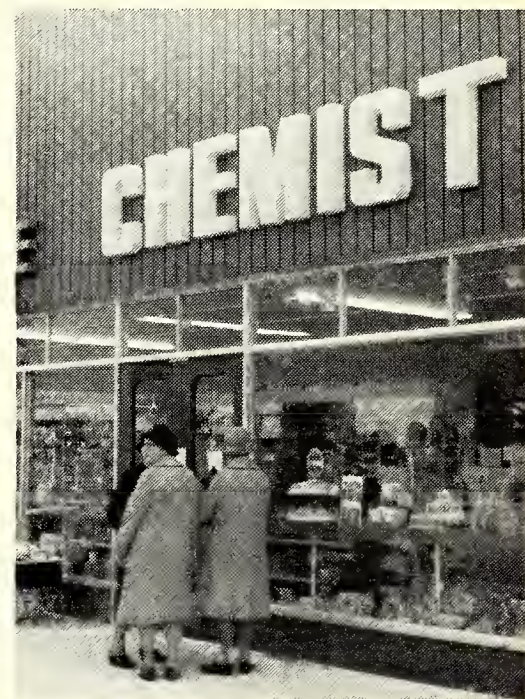
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On the site of this pharmacy a few months ago was the front garden and house of a pharmacist (see p 15)



# Irish pharmacy eager to learn from Europe

Irish pharmacists are enthusiastic about joining the European Economic Community, Mr R. J. Power, president of the Pharmaceutical Society, said in Brussels last week when signing the convention that creates the Community's pharmaceutical group.

"We have much to learn from you—we hope we have something to offer in return," Mr Power added.

A special meeting of the Council of the Society had been convened to consider the draft directives relating to pharmacy produced by the Commission of the EEC. "We had no hesitation in giving our support in principle to the ideals underlying the Commission's proposals. We are aware of the formidable difficulties which have to be overcome before harmonisation is achieved.

"On the one hand we have powerful commercial interests who naturally will oppose any change in the established system; on the other we have to convince the State and the public that control of medicines by pharmacists from the manufacturing laboratory to the patient is in the national interest.

"My colleagues are satisfied that the problem of a common educational policy will not be too difficult to overcome. Perhaps the great challenge we face is concerned with a planned pharmaceutical service. In a country like Ireland, with its relatively low population density, it is essential that a form of planned distribution of pharmacies is put into effect if we are to ensure that every citizen—even those in remote areas—shall enjoy a full pharmaceutical service."

Referring to pharmacists' involvement in the new Health Service, Mr Power was convinced that their remuneration by professional fee would do much to enhance their professional image.

Jointly representing United Kingdom interests at the signing were the Pharmaceutical Societies of Great Britain and Northern Ireland, and the National Pharmaceutical Union. Mr J. P. Kerr, president of the GB Society, signed the documents.

Only one "spokesman" is allowed for each delegation and his identity is now under discussion.

## Mr & Mrs Adams Funeral service

A large congregation attended the funeral service held at Hampstead Parish Church on Wednesday morning for Mr & Mrs F. W. Adams who, as reported last week, were killed in the Trident air crash.

In addition to the family, the mourners included pharmacists from all sections of the pharmaceutical profession—past and present members of the Pharmaceutical Society's Council, members of the Executive of the National Pharmaceutical Union, schools of pharmacy, the pharmaceutical industry, the Department of Health, Executive Councils, and the pharmaceutical Press.

## Blood pressure machines—their ups and downs

Automatic slot machines for measuring blood pressure are yielding high profits in Italian pharmacies.

A report recently in the *Medical News-Tribune* refers particularly to pharmacies in resorts where holiday makers are found queueing to measure their blood pressure.

Takings from each machine, especially in places like Rapallo and San Remo, can reach £100 a month.

The Government approved a Bill allowing installation of the machines in 1960.

Because of the upsurge in their use doctors and representatives of various pharmaceutical organisations are pressing to have them banned. Resistance to them is strong in Milan. The city's Order of Pharmacists has been against the machines.

A spokesman said: "It's a medical field, and it shouldn't be infringed by persons who do not really understand what blood pressure entails."

Milan doctors say they are ready to take action if any more of the machines appear in the city.

□ 100 World Health Organisation staff members recently participated in a trial on self-measurement of blood pressure on semi-automatic machines. The work was done in preparation for the introduction of self-measurement in community studies.

One conclusion from the study was that a person's fear of high blood pressure may be lessened by knowledge of the large variation of his pressure during the day.

WHO suggest that the method may become a routine check performed by the individual, similar to the measurement of body weight.

## NHS boundaries as forecast

Boundaries to be laid down under the reorganised National Health Service will be the same as those for the new non-metropolitan counties and districts, Sir Keith Joseph, Secretary for Social Services, told the Commons on Tuesday. He envisaged no departure from the principle stated in the consultative document.

Consideration of the boundaries within London, however, was not yet complete.

Sir Keith said he would issue guidance on the management arrangements that should apply where health catchment areas overlapped with new boundaries, when he had received advice from the current NHS management study later this year.

"Administrative boundaries will not be allowed to restrict the freedom of patients to go to the practitioner of their choice and the most appropriate hospital."

## Prostaglandin licences

Mr William Small this week asked the Secretary for Social Services what steps have been taken to ensure the acceptance for prescribing of prostaglandin, manufactured in the United States for use in Great Britain.

In a written Parliamentary reply, Mr Michael Alison, Under Secretary, replied that applications for product licences for several prostaglandin preparations were under consideration by the Committee on Safety of Medicines for use in hospitals and specialised clinics on prescription only.

## Back-to-normal for Belfast wholesaler

Harold Mitchell & Co Ltd, the Belfast wholesale chemists, are back in business after their premises were totally destroyed by a bomb blast and fire two months ago (*C&D*, April 29, p589).

After wrangling with the NI Ministry of Commerce, Mitchell's have succeeded in obtaining temporary premises in Apollo Road, in the Lisburn Road area, close to the entrance to the M1 Motorway.

The company have also acquired a building site close by and it is hoped that new purpose-built premises will be ready for operation early next year.

The temporary premises—which will be occupied for the six to eight months until the new premises are ready—were only obtained from the Ministry after intervention of two local members of parliament, Mr J. Molyneux and Rev Ian Paisley.

## Factory building

The Ministry has been building factories for manufacturing industry, but was not prepared to let to a wholesaler, despite the fact that it was pointed out that British experience of development areas was that there were better employment prospects from the service industries than the manufacturing industries.

Drugs have been arriving at the new premises during this week and they will be open for business on July 3. Mitchell's have been unable to do any drug business since the loss of their Northumberland Avenue premises though the associate cash-and-carry warehouse of Harold Mitchell Pharmaceuticals Ltd has been supplying photographic and baby goods, proprietaries and toiletries.

## Conference reception

Hospital pharmacists attending the British Pharmaceutical Conference at Keele University September 11-15 are invited to apply for tickets for admission to the hospital pharmacists reception.

Applications should be addressed to Miss P. S. Read, Pharmaceutical Department, Selly Oak Hospital, Birmingham, B29 6JD.



# Approval for the first 'sanpro' TV advertisement

An unoffensive "ad" but . . . That was the majority view of women that *C&D* asked on Tuesday morning following the first evening advertisement of the Lil-let tampon (made by Lilia-White) on Thames television.

This is the first time that advertising for sanitary protection products has been allowed on television. The campaign continues for three months on the one area and at the end an assessment will be made by the British Bureau of Television Advertising of viewer reaction. The results will probably be known about November.

Theme of the campaign is user confidence in the product and the commercial also features a national consumer competition, with three British Leyland Minis as the principal prizes.

## Opinion poll

*C&D* held a mini opinion poll on the "commercial" and the following are a few of the comments (with age groups):

"This was by far a superior advertisement judging from the general standard of TV advertising. It was extremely well produced, had a healthy outlook, sensitive and would dispel any embarrassment which probably still exists in young girls. It also emphasised how natural and carefree a girl should be. The added carrot for the Mini competition was a bit of an anti-climax" (mid 40s).

"I found the advertisement unoffensive and very well presented but it did not seem to leave sufficient impression on me to go out and buy the product" (mid 20s).

Another woman in her mid 30s who was babysitting with two young boys said: "The advertisement made me look. It was very modern in approach and told me what I wanted to know. It did not arouse any reaction from two young boys who were watching. There was nothing offensive about it."

"Encouraging more women to change to internal protection is a good thing. But to me Lil-lets first television advertisement will not be successful in this aim. The 'ad' is not offensive and cannot embarrass but it is without impact. As for winning a mini—this last sentence sounded like an advertising gimmick or an attempt

to fill the last few remaining seconds of viewing time" (late teens).

"I do not think the advertisement was as informative as it should have been" (early 20's).

The advertising campaign runs until the end of September and will total nearly 50 transmissions of mixed 30 and 15-second durations. The expected coverage of women viewers in the London television area is 90 per cent, giving an average 7.5 opportunities to see.

The competition is in fact, not one, but three separate events, with closing dates of August 14, October 2 and November 20, so that the complete promotion spans a seven-month period from initial sell-in to completion. The entry form is printed on the inside of Lil-lets 20's packs only and the consumer is asked to state where she purchased the pack. If her entry wins a mini the retailer who sold the pack wins £100; if she wins a weekend case the retailer also receives one. There will also be advertising in women's journals.

A spokesman for Lilia-White said that the sell-in for the campaign had been the biggest ever in the company's history.

## Closer shave from Gillette

Gillette are to launch on to the UK market a razor which is said to cut between 15 and 20 per cent more growth than any other wet shave equipment.

Like the company's Techmatic, it is based on a cartridge, but this latest system incorporates two parallel blades placed 3/50in apart—one to cut the whisker, the other following immediately to remove the remaining stubble before it withdraws into the follicle. This retraction apparently takes 1/80 of a second.

The name and packaging has not yet been disclosed, although, according to Monday's *Daily Mail*, it is known as Trac II in America. The price



This "still" from the Lil-lets TV commercial is taken from the sequence in which the girl is seen getting into the Mini immediately before a close-up of her handbag revealing the Lil-lets pack. The voice-over at this point is discussing the product's absorbency, widthways expansion and other selling points

for the UK has also not yet been revealed, but we understand it is to be competitive with other shaving systems already on the market.

Gillette's new development could encroach on the Techmatic's current 16 per cent share of the wet shave sector, although it is expected that the latter will retain a high degree of loyalty owing to its adjustability—a feature not included in the new product.

## 'Poison obtained with false name'

A storeman accused of murder, attempted murder and administering poison, told St Albans Crown Court this week that he had bought 25g of thallium from Bell & Croyden, Wigmore Street, London, under a pseudonym.

Graham Frederick Young, of Hemel Hempstead, said that he had earlier purchased antimony potassium tartrate at the same shop.

Describing the procedure for obtaining poisons with a certificate as "time-consuming and somewhat tiresome," he said he decided to take a short cut by using a false name.

## Stockholm venue for FIP 1973

The Thirty-third International Congress of Pharmaceutical Sciences will be held September 3-7, 1973, in Stockholm, Sweden.

Information regarding this congress can be obtained from FIP Congress 1973, Box 1142, S-111 81 Stockholm, Sweden.

## 'Dual-purpose' pharmacy

A dual purpose pharmacy—baby wear shop has been opened by Mr Brian Henderson at 22 Moss Delph Lane, Aughton, a growing town of about 10,000, near Ormskirk, Lancs, which has been without a chemist for two years.

Mr Henderson and his wife Christine, also a pharmacist, trade as Brian H. Henderson & Co Ltd, and already have a shop at Liverpool Road, Maghull. The new Aughton branch was previously a women's and children's fashion shop and part of this trade has been kept on to provide a more diverse range of product to assist the economies of providing pharmacy services.

"People know this shop as a clothes shop and would be sorry to see it disappear," said Mr Henderson. "We have kept on much of the drapery side of the business."

The shop has been refitted on an open plan, and emphasis has been put on products for babies and children. One of the assistants has experience of children's wear. "There is nowhere else nearby catering for the young mother and her family. We want to fulfil their needs by running a dual purpose shop selling almost everything they require," says Mr Henderson.

The development has been welcomed by Aughton parish council, which tried unsuccessfully to run a prescription service while the township was without a pharmacy.



## Irish news

### Appeal fund for Irish survey

Pharmacists throughout the country are urged to subscribe to an appeal recently launched to finance a comprehensive economic survey of the profession. For some time it has been felt that such a survey is vitally necessary if community pharmacists are to know where exactly they stand in relation to the new National Health Service scheme, while such a fact-finding exercise appears to be imperative in relation to our entry into Europe when much of the present counter sales will be dispensed with in favour of a concentration on professional dispensing.

The appeal, signed by the hon secretary, Eastern Region, Pharmacist Association, Mr Eamon Foley, points out that a detailed evaluation of the profession has never been undertaken and that it is considered not only desirable but most imperative that such a survey should be implemented in view of the new health scheme.

"Predictions are that, within a short period, there will be a review of the health scheme, particularly in respect of its financial implications in relation to the community pharmacist. As it is also expected that there will be a gradual diminution in his ancillary activities, the conclusions in the proposed evaluation relevant to these contingencies would be of assistance, in not only resolving the many problems that have even now presented themselves in the operation of the health service, but that it would also provide an adequate preparation for future contingencies affecting the profession."

The appeal expresses the hope that the proposed survey will help to provide at least some of the solutions to the future problems of the profession, whether dealing with the locating of pharmacies in the neglected and isolated areas, or the implications "which our entry into the EEC may hold for us".

A subscription of £5 from each pharmacist is suggested in order to finance the project "to a conclusion that will be of benefit to the profession not only now but throughout its future years".

## COMPANY NEWS

### Inter-Alia is sold to United Overseas

Inter-Alia Pharmaceutical Services Ltd for whom a receiver and manager was appointed earlier this year (*C&D*, April 15, p519), has been acquired by United Overseas Pharmaceuticals (London) Ltd. Inter-Alia will continue to trade under its old name and the works at Girvan, Scotland, and the London office at 266 High Street North, E6, will continue as before. The Thetford, Norfolk, premises were closed down about two months ago.

Mr P. R. Patel is now chairman of Inter-Alia and Mr R. B. Patel, managing director.

Commenting on the change, a spokesman said that the new company hoped to expand their trade with retail and wholesale chemists and that should be possible since increased capital was available for expansion. United Overseas' he said, had extensive overseas interests with offices in 20 countries. In Britain the group was also interested in printing, plastics and electronics.

Other Inter-Alia companies are not included in the deal.

### Boots 'poised for future growth'

All aspects of the company's business are poised for further growth, the chairman of Boots Co Ltd, Mr Willoughby Norman tells shareholders in his annual statement with the accounts published last week.

Apart from obvious uncertainties, he sees no reason why the progress of the past year (*C&D*, May 20, p 698) should not continue.

In the year ended March 31, sales within the 1,398 chemist shops throughout the country increased by 17 per cent compared with a growth in sales of 14 per cent in the previous year. Sales of cosmetics and toiletries were "above average" and there were further introductions of own-brand products.

Timothy Whites' sales increased by 27 per cent. "When we are satisfied that Timothy Whites can produce the return



Mr G. J. Wilkins, chairman of the pharmaceutical division of the Beecham Group Ltd being presented with the group's 1972 Queen's Award to Industry by the Duke of Norfolk, Lord Lieutenant of Sussex, at the Beecham Research Laboratories pharmaceutical factory, Worthing on June 16

on capital we expect, the rate of its expansion will be increased", says Mr. Norman.

Sales of Boots prescription medicines increased by 25 per cent and Brufen by 50 per cent.

The objective of doubling sales of their principal cosmetic range in two years was achieved in one year without detriment to their other cosmetics.

Boots International, broadly responsible for all the group's foreign business, exported £7.3m worth of goods, an increase of over 30 per cent on the previous year. Sales by overseas companies increased by 24 per cent to £9.6m. Turnover over the past five years has trebled and this rate of progress is expected to continue.

Other highlights from the annual report are: sales by overseas subsidiaries £9.6m, up 23.9 per cent; capital employed £125.2m and average weekly number of employees, 57,772 which included 22,058 part-time staff.

### Weston profits up 25 per cent

Turnover for the year ended February 29 at £10.54m increased by 15 per cent over the previous year, while pre-tax profits increased by 25 per cent to £495,070. After deduction of all charges there is available for distribution £311,515. A final dividend of 18 per cent is recommended, making a total of 26 per cent for the year (24 per cent).

Referring to prospects for the future, Mr Ralph Weston (chairman) states: "In all divisions turnover for the first quarter of the year is well in advance of that achieved for the same period last year. . . .

"However, the most significant development during the current year so far, is the proposed acquisition of Barclay & Sons Ltd."

In a circular to shareholders concerning the acquisition Mr Weston says:

"The directors of both companies believe that there is scope for a substantial amount of rationalisation and economies which, together with the greater resources which will be available to both Weston and Barclay & Sons, should improve the service provided to customers and add to the profitability of the trading operations."

The programme of opening larger branches and closing smaller uneconomical ones continued. The number of branches operating total 191 including 14 which were either resited or refitted.

### In brief

**Antibiotics and Vitamins Ltd** have moved to Parkar House, Beresford Avenue, Wembley, Middlesex.

**London Pharmaceutical Committee** have moved to 4th Floor, Addison House, 32 Chart Street, London N1 6EF.

**Jeyes Group Ltd** have completed the acquisition of Midland Aerosols Ltd for £207,000 cash.

**Ernst Leitz GmbH and Minolta Camera Co Ltd**, have agreed to share patents "know-how", advanced technical information and joint utilisation of production facilities.

**Chas Page & Co Ltd**, merchants and distributors of industrial chemicals, are members of the Lewis & Peat group of companies and not as stated in our issue of June 17.



# PEOPLE

**Dr Paul Turner**, a Privy Council nominee on the Pharmaceutical Society's Council, has had the title of professor of clinical pharmacology conferred on him in respect of his post at St Bartholomew's Hospital Medical College.

**Mr Ron Hendey**, technical director, Cow & Gate Baby Foods, gave two papers to the Croatian Paediatric Society in Zadar, Yugoslavia, recently.

## Deaths

**Adams:** In a tribute to Mr F. W. Adams whose death was reported last week, *Mr R. Jackson*, secretary, West Metropolitan Branch of the Pharmaceutical Society, writes: Mr Adams in his retirement continued to take an active interest in pharmacy politics, not only in the rarified atmosphere of august bodies, but also in the more parochial field of branch affairs. He became a member of the committee of the branch two years ago, enhancing it with his wealth of wisdom, experience, counsel, and humility. His regular attendance at meetings of the branch, both business and social, as well as those of the committee, often accompanied by his charming wife, seemed to give him much pleasure; it is very gratifying that this was so. May we add our sympathy and condolences to his daughters, family, and friends in their tragic loss.

**Coates:** Recently, Mr Sidney Bernard Coates, MPS, 43 Slayleigh Lane, Sheffield 10. Mr Coates qualified in 1935.

*Mr W. F. Patterson*, secretary, Sheffield and District Branch of the Pharmaceutical Society, writes: Sidney was for a number of years May & Baker's medical representative in the Sheffield area. He was a very knowledgeable gentleman and greatly respected both by his fellow pharmacists and members of the medical profession for his integrity and for his quiet sincere manner.

Because of failing health he left us a few years ago to live in Essex and then returned earlier this year.

## Appointments

**Elizabeth Arden** have appointed Frederick Quirk their area

director for the United Kingdom, Eire, Scandinavia and the Republic of South Africa. Mr Quirk comes to London from Elizabeth Arden, Canada, where he was general manager.

**Proprietary Association of Great Britain:** Hugh Harris who has had nearly 30 years' experience of the proprietary medicine business has joined the secretariat of the Proprietary Association of Great Britain.

**R. Weston (Chemists) Ltd** have appointed Mr J. M. Whittam, MPS their retail development manager.

**William R. Warner & Co Ltd:** Mr W. J. Curtis, MPS, has been appointed chairman and managing director. He also becomes managing director of associated companies.

**Mennen (UK) Ltd** have appointed Guy Woodford their national sales manager.

**Thorn Lighting Ltd** have appointed Mr Peter Strudwick manager of their photographic (UK) department.

**Fazakerley Hospital:** Mr Kenneth G. Halsall has been appointed chief pharmacist at Fazakerley Hospital, Liverpool. He was formerly chief pharmacist at Bootle Hospital, having previously been deputy chief at the Cumberland Infirmary, Carlisle.

## NEWS IN BRIEF

□ The Pharmaceutical Society of South Africa is to ask the Minister of Health to equate the salary scales of white and non-white pharmacists. The general council of the society at its annual meeting in East London recently unanimously agreed to make urgent representations on the matter. In addition, the Department of Community Development will be asked to provide for pharmacies in new group areas shopping centres.

□ The Chemical and Allied Products Industry Training Board has issued a new training recommendation dealing with training marketing staff. Available from the Board at Staines House, 158 High Street, Staines, Middlesex.

□ Sales by retail drug stores in the US in 1971 totalled \$13,730m—a 5.5 per cent increase over 1970, according to the annual Nielsen Review of Retail Drug Store Trends.

## Topical reflections by Xrayser

### Ever larger

A night or two before the arrival of last week's issue I had been re-reading a collected edition of the essays of Ian Mackay, whose contributions to the old *News Chronicle* seem now to belong to another age. And, by the way, that keen observer and felicitous writer started out in life in the far-flung town of Wick as a pharmacy apprentice.

A delightful essay describes his larger-than-life apprentice master, and Mackay wrote, as long ago as 1938, that but for the Kaiser's war he might even then have been "punching pills with a mortar and pestle and selling lipsticks to supercilious young ladies". On a return visit to his native town, he found the invasion of multiple shops had robbed the place of much of its old charm and individuality.

"Good morning, Mr Davidson," he used to say when his mother sent him for half-a-dozen eggs and a pound of cheese, and the old man would ask after the health of the boy's mother and give him a handful of conversation lozenges or a stick of black sugar. "Today things have changed," Mackay wrote. "How can you say 'Good morning Home and Colonial Stores', or 'It's a fine day, Mr Woolworth'? They wouldn't hear you if you did."

What, I wonder, would the author make of the illustration on p 870 of the hypermarket in France, or the thought of similar establishments in this country? To me, the picture is a frightening one, and I tried to imagine what it would look like on a busy day when all the parking spaces were full up and the occupants of the cars were milling about inside the hypermarket itself, carrying baskets or trundling little trolleys, and queueing up to pass through the gate to pay for their purchases; then to struggle through the mass of vehicles outside, find their car, and extricate it.

My preference would be for Mr Davidson and his eggs and cheese in a smallish country shop which had an atmosphere all its own and was as easily recognised by the olfactory senses as the pharmacy in the same street.

### Consumer demand

In that, I suppose, I display myself as belonging to another era and resentful of change. But while admitting that such a charge could be laid, there is surely something a little unconvincing in the statement of Mr J. D. Fairclough, managing director of the Hypermarket (Holdings) Ltd, who said at a meeting at Bolton that it was the job of the marketing expert to watch consumer demand and provide the products the housewife wanted.

That might be acceptable were it not that those products are not necessarily the housewife's choice, but the choice of the manufacturer and his advertising agent, and the seductive voices on television directed towards the selected range of the supermarket itself. The Mr Davidsons and their hypomarkets grow fewer, and the roasting coffee, the hams and the cheeses are aseptic and odourless.

### Tragedy

It was with sorrow and a sense of personal loss that I read of the tragic death of F. W. Adams. My first contact with him was as a young branch secretary, and at his hands I had every consideration and help, learning a great deal from his patient and thoughtful encouragement to a beginner in that field. Our acquaintance ripened over the years, and my early impressions were confirmed in everything that he did and all that he was. I am grateful that my time coincided with his.



# NEW PRODUCTS AND PACKS

## Cosmetics and toiletries

### Masculine Aqua Manda

Goya have introduced a series of products for men in the Aqua Manda range, consisting of pre-shave (£0.45) in a 104cc bottle, anti-perspirant deodorant spray (£0.42) in a 140g aerosol, after shave (£0.45) in a 104cc bottle, talc (£0.33) in a 110g plastic container and Cologne (£0.50) in a 104cc bottle.

The fragrance has been adapted to appeal to men by leaving out the sweeter jasmin-type notes.

The company have also added a woman's hairspray to the Aqua Manda range (£0.45) in a 170g aerosol. This is made to the same formula as their perfumed and unperfumed spray set and is said to give a light application which holds hair in place without causing stickiness or dryness and brushes out instantly (Goya Ltd, Badminton Court, Amersham, Bucks).

### Adagio foam bath

Fiona Sands have introduced Adagio foam bath, presented in shatterproof 135cc bottles (£0.80), with a black and white

colour scheme. The golden liquid preparation is being offered to the consumer during the introductory period at 15p off the recommended retail price (Fiona Sands, Queens Way, Croydon CR9 4DL).

### Young fragrance

A young and summery fragrance, called Miss Windsor, is currently being sold in to the trade by Eylure.

It is available in 50cc spray Cologne (£0.59) and 250cc splash Cologne (£1.50) and packaged in blue and green with white background. To back the launch retailers are offered a bonus of three bottles of splash Cologne with each parcel containing 3 doz spray Colognes (Eylure Ltd, Grange Industrial Estate, Cwmbran, Mon).

### Norman Hartnell Forever

Norman Hartnell have launched a fragrance aimed at the 16 to 24 age group and called Forever. It has topnotes of jasmine and rose, combined with tuberose, undertones of vetivert patchouli and sandalwood and is fixed with musk, ambergris and civet.

The fragrance range, presented in scarlet and silver packaging, consists of handbag perfume (£0.68), 1/2oz perfume (£1.80), 1oz perfume (£4.80), spray perfume (£1.42), 2oz eau de toilette (£0.95), spray mist (£1.18) and talc (£0.54) (Thos. Christy & Co Ltd, North Lane, Aldershot, Hants).

### Quickies against insects

Associated Products have introduced Quickies insect repellent pads (£0.19), in packs containing 30g. The lotion should be smoothed on all over the skin to keep away mosquitos, midges, gnats, etc, but the eyes should be avoided (Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex).

### Wella for men

A range of hair products for men has been launched by Wella. Under the banner, Wella for Men, the collection comprises shampoo in two variants, regular and medicated to fight against dandruff, in 90cc plastic bottles (£0.35) and sachets (£0.05), non-greasy liquid hair-



dressing in the same two versions in 150cc glass bottles (£0.44) and light hairspray for "casual grooming" in a 240g aerosol.

The packaging is blue and black for the medicated products and silver and black for the remainder.

As an introductory offer, Wella are offering the trade one pack out of each of the products in the range valued at £12.90 retail price, for £7.02, giving a 45 per cent profit on return. In addition selected products may be obtained at 15 invoiced as 12 (Wella Great Britain Ltd, Wella Road, Basingstoke, Hants).

### Sticks and Jellybabies

Mary Quant have introduced Sticks (£0.42), which are due on sale at the end of July and are formulated to be applied to eyelids, lips or cheeks. Presented in slim, silver cases, they are available in green, red, blue, yellow, pink, violet, aqua, brown, black or white.

The company have also launched Jellybabies, a range of gel products which are said to smooth on easily and stay in place all day without smudging or creasing.

Packed in plastic "baby bottles", the range comprises gel skin colour (£0.65) in Clear Tan, Clear Brown and Clear Bronze,







### New Cussons after shave

Cussons have relaunched their Imperial Leather after shave. A complete break away from the old design, the long necked bottle and the photographic treatment of the scarlet carton were both created by Cussons' own designer John Calvert. The fragrance was approved for both the younger fragrance-conscious age group and the more mature man of thirty plus. The new Imperial Leather after shave is in two sizes, small (£0.35) and the large (£0.50) (Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL).

### Sundries

#### Dog chews

Phillips Yeast Products have introduced a range of dog chews (£0.15), packed on skin-wrapped cards and coming in four flavours, aniseed, peppermint, chocolate and beef (Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX).

gel cheek colour (£0.60) in Clear Pinky and Clear Peaches, gel mascara (£0.55) in Clear Brown and Clear Black and gel eye colour (£0.60) in Clear Green, Clear Aqua, Clear Violet, Clear Bronze, Clear Blue and Clear Yellow (Myram Picker Ltd, Hook Rise, Surbiton, Surrey).

## PRESCRIPTION SPECIALITIES

### TIMODINE cream

**Manufacturer** Lloyd-Hamol Ltd, 103 Mount Street, London W1

**Description** Lacquered aluminium tubes with a white piercer cap each containing: nystatin 100,000iu/g, hydrocortisone 0.5 per cent, benzalkonium chloride solution 0.2 per cent in a water-miscible cream base to 20g

**Indications** Treatment of dermatoses occurring in skin folds. Severe napkin rash in which infection with *Candida albicans* is a factor

**Contraindications** Sensitivity to benzalkonium chloride or nystatin

**Method of use** Dermatoses: A thin layer of cream should be gently massaged into the area of the lesion three times a day. Napkin rash: Similar treatment to the affected area following cleaning and drying after every napkin change

**Precautions** Keep away from eyes

**Pack** Tube of 20g (£0.70 trade)

**Supply restrictions** TSA Issued July 1, 1972

### NORATEX cream

**Manufacturer** H. N. Norton & Co Ltd, 133A Shawbridge Street, Glasgow G43 1QQ

**Distributor** Vestric Ltd

**Description** Pale pink cream containing: talc 7.4 per cent, light kaolin 3.5 per cent, zinc oxide 21.8 per cent, cod liver oil 2.15 per cent and wool fat 1.075 per cent

**Indications** Urine dermatitis, napkin rash and bedsores

**Method of use** Apply to affected area two or three times daily

**Pack** Jar of 500g (£0.73 trade)

**Issued** June 1972

### VENTOLIN 4mg tablets

**Manufacturer** Allen & Hanburys Ltd, Bethnal Green, London E2 6LA

**Description** Pink tablets each containing salbutamol 4mg as sulphate

**Indications** Bronchial asthma of all types, chronic bronchitis and emphysema

**Contraindications** As a rule Ventolin and beta-blocking drugs should not be prescribed together

**Dosage** The usual effective dose for adults

is 4mg three or four times per day but some patients do obtain adequate relief using half this dose. In elderly patients, or in those known to be unusually sensitive to beta-adrenergic stimulant drugs, it is advisable to initiate treatment with 2mg three or four times per day

**Packs** Of 100 (£1.60 trade) and 500 (£7)

**Supply restrictions** PI, S4B

**Issued** July 3, 1972

### MEDRONE 16mg tablets

**Manufacturer** Upjohn Ltd, Fleming Way, Crawley, Sussex

**Description** White, scored, oval tablets each containing methylprednisolone 16mg

**Indications** Long term treatment of patients requiring corticosteroids

**Dosage** One tablet every other day

**Pack** Of 14 (£2.30 trade)

**Supply restrictions** TSA Issued July 1972

### VASOTRAN tablets

**Manufacturer** Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks

**Description** Orange, bi-convex tablets each containing isoxsuprine hydrochloride 20mg

**Indications** Relief of symptoms due to peripheral and cerebral arterial insufficiency

**Contraindications** Recent arterial bleeding or immediately post-partum

**Dosage** One tablet three or four times daily after meals. Treatment should continue for at least six weeks. The product is not intended for administration to children

**Side effects** Occasional hypotension, tachycardia, flushing or palpitations are controlled by a reduction in dose

**Packs** Of 120 (£2.16 trade) and 1,000 (£16)

**Issued** July 3, 1972

### ANDURSIL

**Manufacturer** Geigy Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire SK10 2LY

**Description** A white, buttermint-flavoured suspension containing in 5ml aluminium hydroxide equivalent to  $Al_2O_3$  200mg, magnesium hydroxide 200mg, aluminium hydroxide/magnesium carbonate co-dried gel 200mg and activated polymethylsiloxane 150mg

**Indications** Treatment of gastric disorders associated with excess gastric acidity—such as acid dyspepsia, heartburn, flatulence, oesophageal reflux, hiatus hernia and peptic ulcer

**Dosage** 5-10mls three or four times a day and at bedtime

**Pack** Bottle of 300ml (£0.85 trade + PT)

**Issued** July 3, 1972

## Special Announcement

# Roter tablets

During the second half of July, as and when existing supplies are exhausted, Roter Tablet packs will have a 'new look'. The 40 and 120 tablet packs will then be cardboard cartons each containing the requisite number of 'blister-pack' strips of 10 tablets.

On the 1st September 1972, a new trial size of 20 tablets will be introduced. It will retail at 29p, inclusive of purchase tax. Details of an introductory Bonus Offer to retail chemists will be announced in the August 5th issue of *Chemist & Druggist*.

**Dispensing Packs.** As and when existing stocks are exhausted, the present dispensing packs of 360 and 720 tablets will be withdrawn and, in their place, a new dispensing pack of 500 tablets will be introduced. The change should take place about the middle of September but we would emphasise that we shall not release the new 500 tablet pack until all 360 and 720 tablet packs are exhausted.

With the introduction of the new packs, there will also be a change in the shape of the Roter Tablet. The present 17 mm. flat tablet is being replaced by a 15 mm. convex tablet. The formula is unchanged.

We believe that these changes will give Roter Tablets a new, more modern look and facilitate the storage and marketing of the product.

### F.A.I.R.,

Laboratories Limited

179 Heath Road,

Twickenham, Middlesex.



# PROMOTIONS

## Mum of the Year found

On Wednesday last week, the finals of the "Mum of the Year" competition, organised jointly by Elastoplast and *Woman's Realm* were televised live on ATV's "Good Afternoon" programme from Grosvenor House.

This is the first time that Elastoplast has been involved in such an enterprise which has had great value, according to Mr M. H. C. Hopkins, marketing director of Smith & Nephew, and attracted over 10,000 entries.

The winner was presented with a cheque for £1,000 and a silver rose bowl, having been questioned on such topics as first aid bandaging, creating an imaginative packed lunch and housekeeping arithmetic.

Second and third prizes were £500 and £250 (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts).

## Kotex relaunch

The relaunch of Kotex loop towels to incorporate deodorant is being backed with the message "now with delicate deodorant" to be carried on the packs and in all advertisements throughout the year, which in August will include two million 5p off coupons (Kimberley-Clark Ltd, Larkfield, nr Maidstone, Kent).

## Spray merchandisers

To boost the launch of English Lavender Cologne (£1.48) in a 54g spray and spray mist (£1.03) in a 8.5g container, Potter & Moore are supplying merchandising units, containing five small and six large packs.

Similar counter dispensers, pictured right are to be sold in from Monday for Franad 105, containing the new spray

mist (£1.11) and spray cologne (£1.55), which are presented in the same sizes in this fragrance as the Lavender.

In addition, the Lavender sprays are being advertised in *Annabel*, *Good Housekeeping*, *She*, *Woman*, *The Lady*, *Woman & Home*, *Woman's Journal*, *Woman's Realm*, *Woman's Weekly* and *Woman's Own* (Potter & Moore, Seymour Road, London E10).

## Curtains for Lucozade

Until early September, four million bottles of Lucozade will carry collarettes detailing the consumer offer of net curtains made by Gardisette Ltd in three designs and various sizes at 35 per cent below the recommended retail price.

There is further support from national television advertising this month and August, which along with space in the maternity Press, accounts for a £100,000 budget. There is also new point-of-sale material available to retailers (Beecham Products (UK), Beecham House, Great West Road, Brentford, Middlesex).



## Guerlain training

Guerlain are currently holding training sessions on the subject of perfumery following "endless questions" that have been asked by visitors to their Exhibition of Perfumery 1828-1972 which has been touring the country.

The company stresses that the idea of these "Buyer Schools" is "to inform and educate pupils in general and not on the House of Guerlain", the curriculum including the history of perfumery, its ingredients and categories and the major fragrances on today's market. If any pharmacists or sales assistants are interested in attending one of these schools, they should contact Guerlain Ltd, 22 Aintree Road, Perivale, Greenford, Middx.

## Optrex sponsor ASA

Optrex Ltd are sponsoring the ASA National Championships at Crystal Palace because "it is the qualifying event for the Munich Olympic Games". The company are also presenting a trophy to be awarded to the British club putting up the best overall performance in the championship.

Optrex recently published a new eye care leaflet, called *Your Eyes* which was prepared with the help of the optical profession and is available free of charge to the public, Women's Institutes and any other interested organisations (Keldon Ltd, Wadsworth Road, Perivale, Middlesex).

## New Dew giveaways

Sachets of New Dew foaming bath essence were given away to purchasers of *Mother* magazine during a recent promotion at Dickins & Jones, London (Crookes Aneston Ltd, 1 Thane Road West, Nottingham).

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Alka Seltzer:** All areas

**Andrews Liver Salt:** All except U, E

**Aquasil:** So

**Close-up:** All except E

**Cutex Colours Schemers:** Ln, M, Lc, Y, Sc

**Elastoplast:** Ln, A, B

**Feel Free:** All except E

**Foot Guard:** So

**Harmony hairspray:** All except E

**Light Powder Arrid Extra Dry:** All except U, E

**Milk of Magnesia tablets:** All except U, E

**Polaroid Super Swinger cameras:** All areas

**Right Guard:** All except E

**Shield:** All except E

**Signal:** All except E

**Sunilk shampoo:** All except E

**Sure:** All except E

**Tegrin:** All except E

**Vapona:** Ln, M, Sc

**Vapona Spirelle:** So

**Zubes honey and lemon sweets:** Ln, M, So



Mrs Florence Little (left) of 66 Jubilee Road, Aldershot, winner of "Mum of the Year" competition, being presented with the silver challenge trophy by Veronica Snobel, editor of *Woman's Realm*. Centre is George Cardno, chairman of Smith & Nephew Elastoplast Division, joint sponsor of the competition



# TRADE NEWS

## CIBA phase in Securitainers

CIBA Laboratories, Horsham, Sussex, are changing over to Securitainers for their tablets and capsules. The Securitainers are replacing labelled and printed screw top aluminium cans and CIBA expect the change-over to be complete by early 1973, when CIBA will be using more than two million Securitainers a year, ranging over 11 stock sizes from 26 x 41mm to 75 x 150mm.

About 75 per cent of these are to be printed in up to four colours by the makers Johnsen and Jorgensen. Modernisation of type face has coincided with the change-over, although the spirit of the original designs has been maintained so that the packs are easily identified by pharmacists. For short runs CIBA are labelling standard plain Securitainers.

## Advance warning

Roter tablets are being given a new presentation involving a new shape of the tablet and blister packaging. Elsewhere in this issue (p 9), F.A.I.R. Laboratories Ltd, 179 Heath Road, Twickenham, Middlesex give information concerning the timing of the changes and introductions. They emphasise that the changes are physical, and the formula of Roter tablets is unchanged.

## New Albright descaler

Calgon descaler is being withdrawn by Albright & Wilson Ltd, PO Box 3, Oldbury, Warley, Worcs, and replaced by Albright Scale Away which is a descaling compound packed to contain 4 ounces of material (£0.17).

## Revlon specials

Due on sale mid-July from Revlon International Corporation, 86 Brook Street, London W1, are two special lines—economy size 8oz. High & Dri anti-perspirant sprays (£0.75) and 7oz deodorant (£0.65) and 1.75oz spray mists in Balmain's Jolie Madame (£1.40), Vent Vert (£1.40) and Miss Balmain (£1.55).

In addition, the company are launching in the Ultima II range translucent eye wrinkle stick (£1.90) for daytime protection.

## Cologne spray Affair

Gala of London have launched their fragrance Affair in a 1.5oz Cologne spray (£0.95), presented in a faceted-glass bottle with black top. Supplies are available from Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey.

## Orlane's Autumn wines

Orlane are making available on counter from September 1 their Vendanges (Autumn wine) shades, which in Satilane foundation has amber cognac tones, gives

a caramel blush in iridescent powder, a deep claret in Agate lipstick, pale claret in Bis Agate lipstick, with the same two colours in frosted and enamel nail polishes. In addition, Vendanges comes in frosted powder eyeshadow to resemble blackcurrant mousse and a delicate plum shade in Ombreliner eyeliner. Supplies are obtainable from Sirex Ltd, 125 High Holborn, London WC1.

## Country herb talc

H. Bronnley & Co Ltd, 10 Conduit Street, London W1, have added talc (£0.35) to their country herb range. It is available in Camomile, Rosemary and Melissa, and comes in 5oz plastic containers with brown caps.

## Golden Ostermilk for hospitals

Glaxo Laboratories Ltd, Greenford, Middlesex, have introduced Golden Ostermilk in a ready to feed version for hospital use only. It is presented in sterilised 120ml (4.2fl oz) bottles.

## Family Doctor sex booklet

The former Family Doctor publication "The facts of life" was more about reproduction than about sex, and their new booklet, "So now you know about sex", aims to redress the balance, according to the advance publicity.

In a simple, frank and down-to-earth style, the booklet (£0.13) describes the physical and emotional aspects of its subject.

Available to members through the National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

## New distribution depot

A distribution service has been launched by Tate & Lyle Transport Ltd, from a new 60,000 sq ft warehouse at Brighouse, Yorks. Initially for food manufacturers the Brighouse operation is to be expanded to include the distribution of pharmaceuticals and other non-food products.

## Colour coded caps

John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks, refer to the use of colour coded caps on liquid preparations and state that from June 19 Aludrox Gel will carry a black cap and Petrolagar No. 1 (Blue label) a blue cap. They hope the changes will make for easier identification.

## Bulk sales agreement

Following a recent agreement with Farbwerke Hoechst AG, bulk sales of their tetracycline hydrochloride in the UK, are now handled by Roussel Laboratories Ltd.

Roussel have also entered into an agency agreement with Menadiona SA, Barcelona, Spain, for the sales in the UK and Eire of their vitamin K<sub>3</sub> and similar preparations.

Inquiries should be directed to the chemical sales department, Roussel Laboratories Ltd, Roussel House, Wembley Park, HA9 0NF, Middx.

## Loop towels with deodorant

Kotex have relaunched their loop sanitary towels to incorporate a deodorant (regular £0.15, super £0.17). The active agent,



hyamine, is impregnated into the wadding in the centre of the towel, where it is said to be most effective in preventing odour formation and has "a more than adequate shelf-life", while it is claimed to have been shown to cause no irritation to delicate skin tissues. Supplies are available from Kimberley-Clark Ltd, Larkfield, nr Maidstone, Kent.

## Sophisticated Nocturne

Coopers new sophisticated design of Nocturne air freshener comes in a 10oz aerosol (£0.38), which is larger than the old pack. Orders should go to Cooper McDougall & Robertson Ltd, Berkhamsted, Herts.

## Large Savlon talc

Imperial Chemical Industries Ltd, pharmaceutical division, Alderley Park, Macclesfield, Cheshire, have added a 240g size (£0.26) to their range of Savlon Babycare talc. They are also offering until July 31 the brand's nappy liners in 50s and 100s at 13 invoiced as 12 (minimum one dozen).

## Economy size vapour rub

Vick vapour rub by Richardson-Merrell Ltd, 20 Savile Row, London W1X 2AN, is now available in one size only. This is a new 38g size (1½oz) (£0.28). The company say that the new size will allow the





trade to standardise on a single line, and offers consumers a better value purchase than received from the previous 1oz (£0.20) size. The 1½oz vapour rub comes in a new lightweight plastic jar and is packed 6doz to the case. The introduction will be accompanied by "heavy television support nationally".

#### New Inderal presentation

From July 3 the existing formulation of white Inderal-80 tablets are being withdrawn by Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TF. A new formulation is being made available comprising a round, bisected, pink, film-coated tablet impressed on one side with the legend "Inderal-80". The price and indications remain unchanged.

#### Price reduction

L'Oreal are now presenting their five application bottles of Reban setting lotion without outers, enabling them to reduce the price from £0.50 to £0.40, in line

with the shampoo which has been available this way since September last year and is said to have increased in volume.

To replace the previous leaflets, instructions will appear on the bottle label as well as on the single application lotion. Stocks already supplied by Golden Ltd, Berkeley Square, London W1, will be removed from their cartons by representatives and a new three-sided label applied as well as the retailer receiving two Reban shampoo sachets for each large bottle of lotion held.

#### Aronde sun cream

Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight, have introduced a sun cream (£0.25), packed in a gold handbag size container.

#### Agents for autoclaves

Anglo Continental Machines Ltd, 20 Orange Street, London WC2, have been appointed UK agents for Ing F De Lama & C, Pavia, Italy, manufacturers of a range of steam autoclaves with and without automatic programming and controlled cooling by compressed air. The company also manufacture dry air sterilisers.

#### Price corrected

The price of H. N. Norton's new prescription speciality, Malatex cream, 100g jar, is £0.60 and not as stated last week.

## NOTES ON NEW MEDICAMENTS

#### Depixol

*Chemistry:* Flupenthixol decanoate.

The substance is the thioxanthene analogue of fluphenazine (Moditen), with carbon replacing the nitrogen of the phenothiazine nucleus. Although flupenthixol has certain pharmacological properties similar to related drugs, it also exhibits considerable differences. Thus the

sedative action of the phenothiazine derivatives has been reversed, as flupenthixol has activating and anti-depressant properties.

One of the most important features of the drug is an increased antipsychotic action. The basic compound has the disadvantage of a relatively short action but conversion to the decanoic acid ester brings about a change in the duration of neuroleptic activity.

When the ester is given by injection as a solution in oil slow release and hydrolysis give a peak blood level in 10-14 days, followed by a plateau effect which persists for 2-3 weeks. That prolonged action is of value in schizophrenia where continuity of treatment is essential but co-operation of the patient in taking oral medication is difficult to secure.

#### Praxilene

*Chemistry:*  $\beta$ Naphthyl-1- $\beta$ -1-tetrahydrofury diethanolamine isobutyrate acid oxalate (naftidrofuryl).

The drug exhibits a diversity of pharmacological activity. It is an antagonist of the natural vasoconstrictor hormones serotonin and bradykinin and possesses an inherent vasodilator and vasospasmolytic action by a sympathetic ganglion blocking effect.

In addition to a local anaesthetic action it also has a stimulant effect on cerebral metabolism and blood flow, and this central action is linked with the activation of the enzyme succino-dehydrogenase in the Krebs cycle. Such activation increases the level of ATP (adenosine triphosphate) in brain tissue.

The energy necessary for neuronal activity in the brain is obtained by the oxidation of glucose, in which reaction ATP plays an essential part. Thus naftidrofuryl appears to possess an unusual combination of properties. The drug has therapeutic applications in the treatment of cerebral vascular disease as well as in disorders of the peripheral vascular system.



Mary Quant with her certificate of honorary membership to the Association of Point-of-Sale Advertising, presented at a reception held recently at the Kensington Close Hotel in London. Mention was made of Miss Quant's cosmetic merchandiser which won the Grand Prix award for design last year in the first-ever APSA award scheme



Pictured at a reception in London last week to launch the new Supersoft hairspray (C&D, June 24, p 862) are, left to right: Sylvia Cook, who rowed the Pacific with John Fairfax, and was voted Supergirl of the 70s by the toiletries division of Reckitt & Colman, Mr Barry Penn, sales director R & C toiletries division, and Sylvia Broadfoot, who is featured on the Supersoft pack



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# Safeguard your business against the death of a fellow director

by Peter Miller

If a pharmacy, or a number of pharmacies is run as a private company, the chances are that the directors will have heavy investments in each other. In practice, the death of a director could be a very serious blow to the company.

This is because, usually, the directors of a private company hold all the shares in the company, and the articles of association may make provision for the shares of a director who has died to be bought by the other shareholders on specified terms. Clearly, in this event, the surviving directors will need to have funds available for this purpose.

It is wrong to think that it is always others who will suffer from a premature death. For instance, out of five men now aged 35, probably one will die within the next 25 years. If two men in their 30's are directors of a company, the chance of one dying within 25 years may be more than double. Clearly, therefore, the risk of death is considerably greater than that of a serious fire on the premises.

## Purchasing shares

Finding funds to purchase shares on the death of a director is by no means always easy. Even if the required amount can be found from a director's own resources, it is unlikely that the necessary funds would be on current or deposit account. Almost certainly, it would be necessary to realise assets of one kind or another, perhaps at a time of falling prices.

On the other hand, it might be possible to obtain an agreeable lender, take the loan, and make provision for its repayment, perhaps by instalments over a period of years.

Another method of tackling the problem would be to find somebody who would be prepared to join the company as a director, and who could provide the funds necessary to purchase the shares.

Although those are possible solutions to the problem, when a director dies, by no means is it always easy to put them into practice. Almost certainly, the best arrangement is for adequate life assurance to be in force. Then, should a director die, these difficulties would not have to be faced.

If assurance is arranged on an agreed basis by all the directors, each director has the satisfaction and peace of mind of knowing that, whether he dies first, or is the survivor, there will be no difficulty about finding funds either for his family's entitlement on his own death, or for him to buy a deceased director's shares.

When trying to work out any scheme to give protection by means of life assur-

ance, there are four main points which need to be borne in mind. It may not be possible to satisfy all of them, but they are important.

□ In the first place, the money from the insurance company should be paid direct to the surviving directors.

□ Secondly, the cost of the life assurance should be shared equitably among the directors. Obviously, it is unsatisfactory if the oldest director (who is likely to gain least from the arrangements) should have to pay the highest premium.

□ Whatever arrangements are made, the liability to estate duty should be kept to a minimum.

□ Income tax relief in respect of premium paid towards a life policy can be obtained only when the policy is on the life of one's self or one's spouse. If at all possible, the contract should be drawn up so that this relief can be claimed.

Normally, the responsibility for making the arrangements will be on the directors of the company as individuals. In the same way, any premiums in respect of life assurances normally would not qualify as expenses of the business for income tax purposes. They must be met by the respective directors.

There are a number of different ways in which life assurance protection can be arranged. They have been set down concisely in a booklet which has been issued by the London Life Association.

The booklet deals with life assurance on the joint lives of the directors. Basically, this is a single contract arranged on the joint lives of the directors. Each partner pays a share of the premium which is proportionate to the benefit which he stands to receive.

There is little doubt that this is the simplest form of protection. Unfortunately, however, it can become complicated if there are a number of directors requiring protection of this kind. As a result, it is most suitable when there are only two directors.

## Sum assured

With this particular arrangement, the sum assured is paid direct to the surviving director when the first director dies. The cost is divided equitably between the directors. There should be no estate duty liability where each director has paid his appropriate share of the premiums. Nevertheless, the premiums paid will not be eligible for income tax relief.

On the other hand, each director can take out a policy on the life of the other director or directors. This is a good arrangement where there are a number of directors, and there should be no difficulty if somebody else is elected to the board at a later stage. If arrangements are made

on these lines, when one director dies, the sum assured on his life is paid direct to the director who took out the assurance in the first place. There is an equitable distribution of the cost, because each director has paid for the benefit which he will receive.

There should be no estate duty liability on the policies on the life of the deceased director. Nevertheless, the market value of the policies which he arranged on the other directors will form part of his estate, and thus will be liable to estate duty. Because each director will be assuring the lives of the other directors, the premiums will not be eligible for income tax relief.

A third method of tackling this problem is for each director to take out life assurance on his own life, subject to a trust for the other directors. This is rather more complicated, but plenty of advice and practical help will be given by the life office.

## Life policy

If this method is chosen, each life policy is effected subject to a prior declaration of trust in the proposal form in favour of the other directors. Incidentally, those who will benefit under each policy at a later stage can be appointed its trustees by a simple deed. With this kind of arrangement, the sum assured will be paid direct to the trustees. They will also be the beneficiaries of the policy.

An equitable distribution of the cost of this life assurance can be achieved. If the premiums paid under each life policy arranged on this basis are equal, there may very well be no estate duty liability on the policy effected by the partner who died. If, however, there is a marked difference in the ages of the directors, but equal premiums are paid by all, clearly the younger director will not have enough cover on the older director. The balance of cover which he needs can be obtained by taking out further life assurance on the life of the older director.

Apart from the premiums on this additional cover, it should be possible to claim the normal income tax relief on all the premiums which are paid.

When dealing with the main problems of protection for directors each director should also think about provision for retirement, and also for his widow and family if he should die prematurely.

Provision for retirement can be met from gross income, since up to 15 per cent of net relevant earnings (subject to an overall maximum of £1,500 in one year) can be paid towards an approved pension policy. The pension can start to be paid at any time between one's 60th and 70th birthdays, and part of the pension can be exchanged for a tax free cash sum.

Life assurance for one's wife and family can be arranged in a variety of ways. Normally, it is suggested that a policy should be written under the terms of the Married Women's Property Act. In this way, estate duty liability can be kept to a minimum, and benefits will be payable immediately on proof of death, and before the grant of probate is obtained.



# House is sacrificed for new pharmacy

From time to time pharmacists have converted a variety of premises into a chemist's shop so that they could meet the medicinal requirements of a particular area. Only recently *C&D* reported that a disused police station had been used for that purpose (*C&D*, April 8, p468).

More recently a Hampshire pharmacist faced with lease problems has built on to his home and adapted the whole of his pleasant detached house of which he held the freehold, to his business requirements.

Mr A. J. C. Bull of Gosport, Hants took over an established and quite successful business at 97 Bury Road, Gosport, twenty years ago. During that period the population of the area has grown and so has the pharmacy's turnover—sevenfold in fact. He had modernised his business premises several times but about 18 months ago it became apparent that the premises needed expanding especially in view of the possibility of a health centre being established in a few years time in the grounds of a hospital directly opposite.

## Conversion

The lease however had only five years to run with no possibility of purchasing the freehold, Mr Bull had to look elsewhere. His home was at 93 Bury Road, only a few steps away from the pharmacy on the same side of the road and this fact led him to look into the possibility of making a conversion despite all the upheaval that could be expected in both his domestic and business life.

Of course it is one thing to decide on turning a residence into business premises but quite another getting permission to do so. However, not without some official difficulty, but with the goodwill of neighbours, approval was eventually received and plans were put into operation. Now

*Right: A feature of the frontage at night is the large neon-lit sign*

*Bottom (left): A bench seat is provided for customers waiting for medicine*

*Bottom (right): Customers in the cosmetics department can be seen in mirrors from vantage points in the dispensary or office*

anyone returning to 93 Bury Road after an absence would be rightly perplexed in wondering where the house had "vanished".

Where the front garden used to be is now the sales area of the shop. There is a waiting room now where once was his dining room; the former lounge is the new dispensary being five times the size of the space he previously had. An island site bench within the dispensary permits Mr Bull to dispense and also observe what is going on in part of the shop. From his office—previously hall and porch—he can see the remainder of the shop. The staff have the use of a former sun lounge and (weather permitting) rear garden. There is plenty of space for stock which is housed in the bedrooms whilst oxygen cylinders and certain chemicals are in the double garage attached to the house.

Taking care of security in the provision of grilles and two convex mirrors has cost over £200. With the aid of the mirrors

95 per cent of the total area can be seen from the vantage points of the dispensary and office.

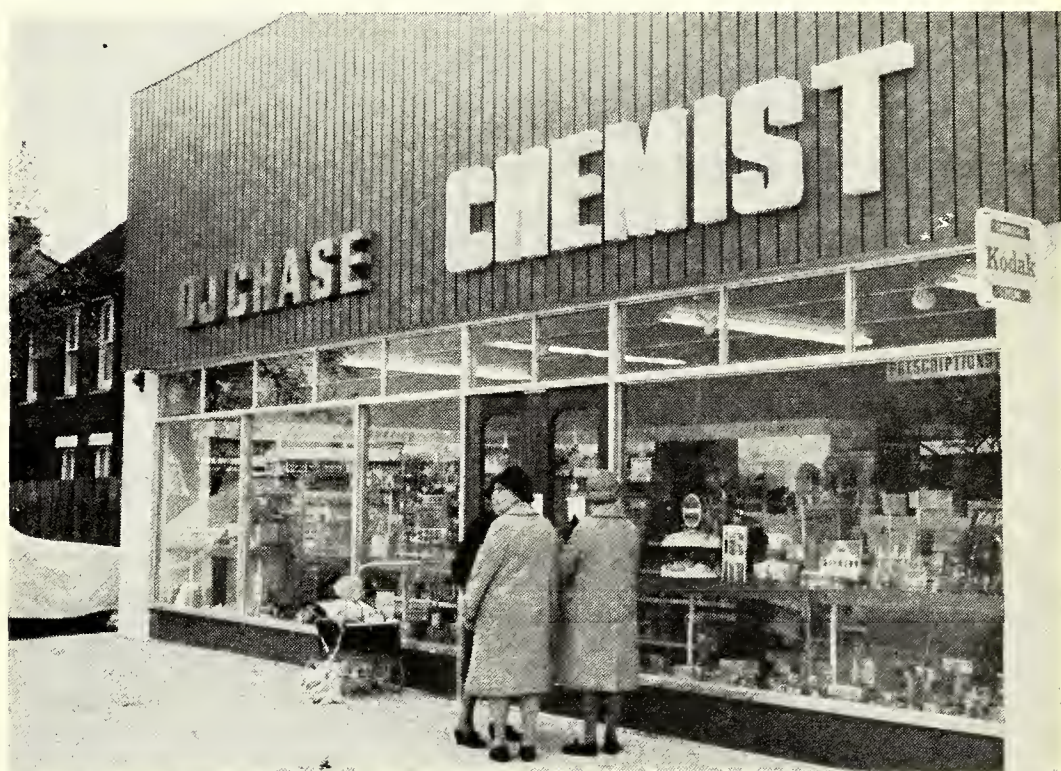
The shop, that is the sales area, is only one storey; there is a false front giving the impression of a two-storey building. On this is located the name sign backed by neon tubes. The plans were drawn up by a local architect who covered all the work including arrangements for the supply and erection of all the fittings.

Mr Bull hails from Essex. After war service he worked for four years in the Isle of Wight before taking over the business of D. J. Chase Ltd, the name being retained. Besides the Bury Road pharmacy he has a pharmacy at 147 Rowner Lane, Gosport and a perfumery business, run by his wife in the High Street.

## Outside activities

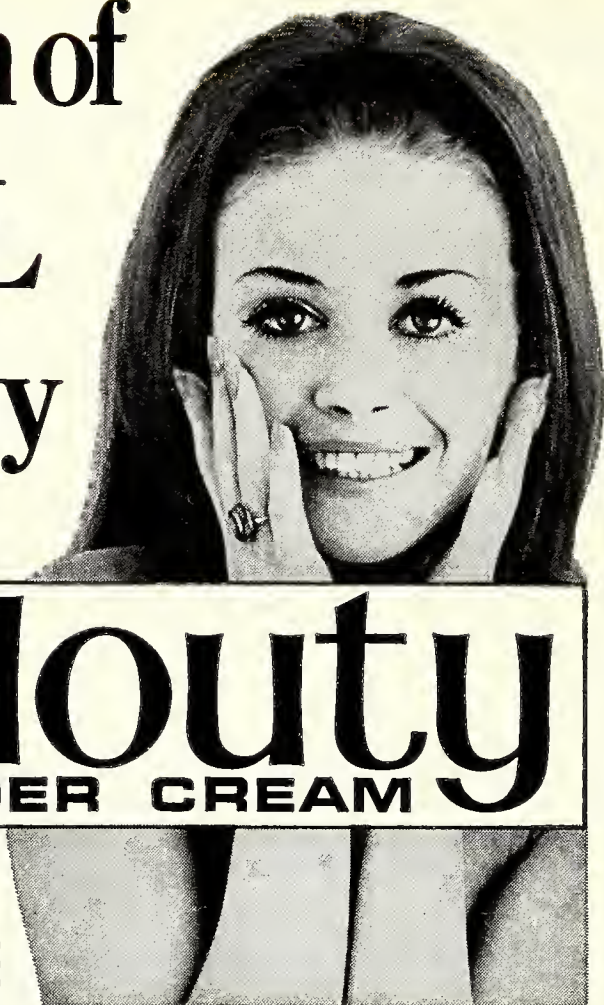
A keen follower of local pharmaceutical affairs, Mr Bull has been chairman of the Hampshire Pharmaceutical Committee for the past five years and a member of the Executive Council for 15 years. He has also been through the chair of the local branches of the Pharmaceutical Society and NPU.

On his new pharmacy Mr Bull told *C&D* that he believes the venture, though costly, "will never be regretted".





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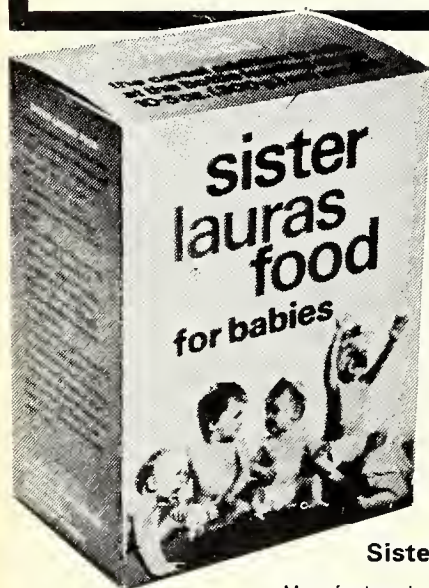
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# COMMENT

## The whole truth

In the journalist's "silly season"—when news copy is often hard to come by—the pharmaceutical industry's sales promotion methods are always considered "good for a column." Regrettably, it does not take a very diligent or inspired reporter to come up with examples of drug literature to "prove" his case, as there are enough vociferous general medical practitioners at the receiving end to supply all his requirements.

But there is a tendency for the media to overplay their hand, and this is particularly so with television where the dramatic effect that can be created by good camera work may leave the viewer with an "impression" that would not be viable if he could read, and re-read, the transcript of the programme—as he can with newspaper articles.

A good example of this tendency to "overplay" came last week when the industry was again attacked, this time in the "Burke Special" programme on BBC1. The show's theme was stress, hypochondria and the pressures put upon general medical practitioners to prescribe psychotropic drugs. A series of glossy brochures on the subject of stress, distributed by a major manufacturer of psychotropics, were produced in the studio.

But the most damaging assertion was that drug companies' representatives were being trained to know the weak points of the doctors with whom they were dealing—including references to a paper at an Edinburgh seminar which classified doctors into categories such as "gullible" and "young snobs." Armed with this information, it was implied that a doctor could be persuaded to prescribe almost anything.

However, a member of the industry who participated in the seminar told *C&D* this week that it was held two

years ago and was attended by market research men, not the industry's medical representatives. The seminar was organised by the European Society for Opinion and Market Research on the subject of marketing pharmaceutical products. A copy of the proceedings—which Mr Burke hinted had been obtained with difficulty—is obtainable from the Society, Raadhuis Traat 15, Amsterdam, price Swiss Frs 30.

And the paper referred to was concerned with market research in the Israeli industry, not the British, it is understood—though the programme omitted to make this point.

The subject was taken further on Sunday, when the *Observer's* "Back Page" column followed up the "Burke Special" adding that "a computer analysis exists . . . which offers a close study of the prescribing habits of all the doctors on the register—that is your GP included." It is understood that the only "analysis" that this can refer to, is the Medical Data Index, which is based on a sample of some 500 doctors.

### Promotion in context

Most pharmacists would agree that the industry has no room for complacency about the promotional activities of a few of its members, but they can also see those activities in context. The media, on the other hand, seem determined to blind themselves—and the public—with their "message".

Surely the public has the right to expect that those armed with so powerful a weapon as television, will ensure that the "facts" they choose to present would remain relevant even if the viewer had access to the whole story. Cases such as the one quoted, and the experience of many people who have seen a half-hour interview condensed to 30 seconds, suggest that this is not always so.

## Packaging

### Safety containers available from stock

In an effort to reduce the amount of children being accidentally poisoned by drinking toxic liquids from bottles with a similar appearance to those of "lemonade" and "soft drink" styles, King Plastic Containers Ltd, St Edmunds Works, Fishergate, Norwich, have designed a range of "safety" containers to pack dangerous liquids.

Up to now it has been difficult for the medium-sized chemical manufacturer to obtain standard safety containers, they claim.

Among the features is a clearly embossed warning: "Do not drink" in "Braille" to assist the blind, in "Moon" type for the partially sighted, and again in clear block letters. Also, to comply with the Poisons Regulations, vertical fluting is provided.

Four sizes are available: 250ml, 500ml, 750ml and 1 litre, each having its contents weight embossed near its base.

All the bottles in the range have 28mm necks resulting in one sized standard screw type or "J" caps.



Although manufacturers' colours can be produced by arrangement, two versions are available as standard. One is clear with an ultra-violet inhibitor added, and the other amber-tinted. One size label, made to King Plastic's specification, would suit all four sizes in the range and printing of the "contents weight" on the caps is said to be unnecessary.

### Competitive carrier bags from Sweden

Four-colour printed polyethylene carrier bags costing as little as 1p each are now available to national advertisers, multiples and manufacturers. Posmark Ltd, 34 Oxford Street, London W1N 9FL have signed with Modefa AB of Svalov to market the Swedish company's range of low-cost, top quality advertising carriers in the UK.

Posmark intends to market the Modefa carriers on a bespoke basis—offering customers virtually any shape or size of bag; two styles of handles and an almost infinite variety of colour permutations. The minimum order level is as low as 25,000, and deliveries down to between five and eight weeks.



# FIRE — protect your premises now

by Alan Guy, MIFireE, FICD, AIISO, MInstM

The bulk of commodities sold by you are a form of protection or prevention, medically speaking. But what about you, your staff and your premises? You need protection too . . . Fire protection, especially when the increasing annual fire losses (£128.7m in 1971) are considered. It may be *your* turn to contribute to statistics next.

The majority of chemists in general practice are subject to the Offices and Shops Act 1963. Section 38(1) states: "In all premises to which this Act applies there shall be provided and maintained appropriate means for fighting fire which shall be so placed as to be readily available for use."

In chemists, fires are classified as follows:—

- ☐ Class A—ordinary free burning materials such as wood, paper and fabrics.
- ☐ Class B—flammable liquids such as spirits, oils, etc., including oil-fired central heating installations.
- ☐ Class C—flammable gases such as town gas used for gas fires and central heating installations.
- ☐ Class E—fires involving live electrical equipment and wiring.

The only extinguishing agent considered suitable for Class A fires by the fire brigades is water, which can be applied in four ways:

- ☐ Buckets: An inefficient method which should be abandoned.
- ☐ Soda acid extinguishers: These are efficient if serviced regularly (the Home Office recommends every three months) but are old fashioned and awkward to

handle especially for women and girls. They can be cylindrical or conical and operated upright or by inverting . . . so many varieties still exist despite their antiquity.

☐ Water (gas pressure) extinguishers: The standard model, cylindrical in shape and operated in the upright position by striking the knob. A short length of hose enables the extinguisher to stand on the floor during operation, a valuable feature for women and girls. It discharges plain water expelled by a small cylinder of CO<sub>2</sub> screwed into the head. The one disadvantage of this extinguisher is that it cannot be shut off after the knob has been struck other than by kinking the hose or inverting the extinguisher. If a small fire is extinguished quickly therefore, additional water damage can result although this is not too serious.

☐ Water (air pressure) extinguishers: The latest development. Water (2gal) is pressurised with air, the pressure being indicated on a small gauge. Operation is by squeezing the lever and water is discharged via a short length of hose. Releasing the lever shuts off the supply of water thus reducing water damage to a minimum. A further advantage, of course, is that recharging costs nothing, merely refill the extinguisher with water and take to a garage to pressurise on the air line. Alternatively a car foot pump can be used.

## Dry powder

Most of the major fire engineering companies have for many years been able to supply a dry powder suitable for ordinary fires. This powder will certainly extinguish a fire if caught in time, but if the fire is

well alight may not be completely successful. Its main advantage lies in its use for multi risks, that is, where there are a number of different fire risks in the same area. Dry powder does of course leave a powder residue which will necessitate extensive cleaning of your shop and is not recommended.

In chemists' shops, for fires involving spirits and other flammable liquids, CO<sub>2</sub> extinguishers should be installed. Being a gas it leaves no residue and will also penetrate into small spaces on workbenches, shelves, etc. It is a non-conductor of electricity and can therefore be used also for Class E fires.

Until quite recently CO<sub>2</sub> extinguishers were made in heavy gauge steel, and indeed many firms still supply this type. More modern extinguishers however are manufactured in light alloy, to British Standard Specifications and these are of course much lighter to use.

Even 18lb weight can only be handled with difficulty by women and girls so that the advantage of the new alloy models is clearly indicated. One thing should be borne in mind . . . CO<sub>2</sub> extinguishers make a noise during operation and this is normal.

Any fire involving gas can be extinguished easily by merely shutting off the gas supply and then tackling any fire in other materials caused by the fire from the gas. If however the gas valve is involved in a fire, CO<sub>2</sub> can be used to extinguish the fire so that the valve can be closed. Equally, dry powder can be used. Both CO<sub>2</sub> and dry powder are suitable for Class E fires both being non-conductive of electricity.

## Central heating systems

Where oil-fired central heating is installed the best extinguisher is a dry powder type of from 3lb to 20lb depending on the size of the installation. The main risk is from oil spillage but as there is always associated electrical risks a non-conductive agent is essential. Avoid foam extinguishers.

In the case of gas-fired central heating either CO<sub>2</sub> or dry powder can be used. For solid fuel heating systems the only risk is Class A and fire spread can be handled by your water extinguisher.

## Regarding maintenance

Quite apart from the requirements of the Offices and Shops Act it is obviously common sense to have extinguishers serviced once a year by a competent fire engineering company. A certificate of service will be issued and you may be asked to produce this on demand by a shop inspector from the local authority.

Make sure that all extinguishers are sited in a prominent position, in the case of water extinguishers by an exit, and in other cases close to the risks involved but not too close that the fire condition could prevent access to them. Make sure that your staff know how to use them if an outbreak of fire occurs—a little knowledge could spell the difference between a small and large fire. It is perhaps a sobering thought that a business that has taken perhaps 20 years to build up can be destroyed in as many minutes by fire.





# Small traders 'arm' for superstore war

Planning applications for hypermarkets are not now a rarity. More and more companies both British and Continental are submitting plans for sites up and down the country.

And as they are doing so local chambers of trade are "arming" ready for the battle to fight the applications.

In Essex at least two applications have been made to build hypermarkets at Rayleigh. Should both be allowed then there would be two superstores virtually side by side.

From Southend-on-Sea in the east of Essex to Chigwell in the west of the county local chambers are warning shopkeepers of the possible threat of these giant discount stores on the trade of the independent.

Some people are quoted as saying that hypermarkets could take as much as 15 per cent of a trader's turnover away while more down-to-earth estimates are around 5 per cent.

One hypermarket planned for Essex is a 32-acre site near Rayleigh and provides for a building of 125,000sq ft and car parking for 1,500 cars.

Mr Leonard Woodhurst, honorary secretary of Chigwell urban district chamber of commerce is reported to have said: "A store of that size cannot succeed unless it does a colossal turnover and that turnover doesn't come out of the sky—it can only come from the trade of existing shops and stores in the catchment

area which is, remember, 30 miles around.

"At first glance Rayleigh may seem a long way away and you may think it is too far for you to worry, but that is not the way to look at it.

"To begin with, Chigwell is less than 30 miles from Rayleigh and we are in the catchment area. We, in the Chigwell urban district chamber of commerce, in common with many other chambers in Essex, say that the project must be fought and defeated and a campaign to do just this is being mounted by the National Chamber of Trade."

Mr Woodhurst said Rayleigh UDC and

Essex County Council, have rejected the planning application. However, with millions of pounds involved, the would-be developers are not likely to give up easily and they will, given half a chance, almost certainly appeal to the appropriate Minister. After that a public inquiry would probably be set up.

Organisers of anti-hypermarket campaign in Hertfordshire have engaged the expertise of Queen's Counsel Mr Sebag Montefiore to head them at a public inquiry to be held at Watford Town Hall in November.

So far about 1,000 traders within a 25-mile radius of the proposed hypermarket site at Garston have signed promissory notes.

Mr Kenneth Povey, chairman of the redevelopment sub-committee in Birmingham, warned that out-of-town shopping would leave thousands of square feet of space with no return coming in.

## Government policy note

In February this year Mr Peter Walker, Secretary of State for the Environment, issued a request to local authorities that they notify him of all planning applications for out-of-town shopping centres and stores such as hypermarkets, with a gross floor area of 50,000 sq ft or more, so that he might have the opportunity of making a personal decision on them.

Accompanying the announcement of the Minister's request was a Development Control Policy Note—designed to give guidance on the subject to retailers, developers and local planning authorities.

The following points are made:

☐ These new forms of shopping may help keep prices down, be convenient to shoppers by car and relieve congestion in towns. On the other hand they may disfigure the

countryside, adversely affect existing centres and produce traffic problems on inter-urban and country roads.

☐ In 1980 some 25 per cent of families will still be without cars. They will depend on town or district centres and on public transport for getting to them. The needs of that 25 per cent should not be overlooked.

☐ The use of isolated "green field" sites for shopping development has drawbacks—there may be more advantage to the community in proposals for a well-planned district centre within or on the edges of the built-up area which offer better possibilities for providing the associated commercial and social facilities normally available in a town or district centre.

*Artist's impression of the front of the Carrefour hypermarket due to be opened in Caerphilly in September*





# A new approach to prescribing the 'pill'

The lengthy "trial and error" method used to choose the most suitable oral contraceptive brand for a woman could be eliminated by the use of a simple smear test developed by an Australian physician.

Dr K. R. Heber, a Sydney general practitioner, was recently awarded the Francis Hardey Faulding memorial fellowship for his work on the subject. The fellowship carries a cash prize of \$A2,500 given by an Australian wholesale druggist.

Dr Heber's research included a comparison of the hormone content of the "pills" available on the Australian market, and a record of their effect on different patients.

By painstaking comparison of many microscope slides he has evolved a method to detect and correct imbalances in female sex hormones in women whether they are regular users of oral contraceptives or not.

He has investigated oestrogen and progesterone balances and by using smears taken from the walls of the vagina he has been able to relate an excess of one hormone or the other in a patient to the particular brand which the patient is taking.

Dr Heber says that vaginal smear patterns have been used since 1927 to follow changes in the menstrual cycle. Because hormone balances follow a changing pattern throughout the cycle, smears taken at different times reflect a different balance. But the contraceptive pill suppresses the cycle and introduces another factor into the balance—extra oestrogen or progesterone, depending on the content of the particular product.

## Detecting an imbalance

Vaginal epithelial cells originating in the basal cell layer, gradually change their shape and size as they mature and are shed into the vagina. The proportions of the various cells seen in a smear from the upper third of the lateral vaginal wall give an indication of the degree of maturation and the hormonal influences affecting the vagina.

The correct staining technique enables the various cell types—basal, parabasal, small intermediate, large intermediate and superficial cells—to be recognised. The cytoplasmic contents of the different cells take up different dyes and different cell nuclei indicate the cellular state.

Oestrogen activity is best indicated by the number of pyknotic (homogeneous like a full stop) nuclei. Those nuclei are found in large intermediate and superficial cells. The presence of oestrogen is necessary to reach that state of maturity.

Progesterone causes exfoliation of the cells faster than they can reach maturity and as a result intermediate cells predominate. They are shed so rapidly that

they form clusters or clumps with cells merging into each other's cytoplasm. The cytoplasm stains a pale blue.

Dr Heber explains: "Doctors, once they are familiar with smear patterns and techniques, will be able to recognise hormonal imbalance, and from the list of relative hormone balance of the various 'pills', be able to prescribe a 'pill' to correct any imbalance.

"If there is trouble due to hormonal imbalance the smears will show a probable cause and the doctor, considering also the patient's weight and medical history, can take suitable action."

It will mean, he hopes, that many women will not have to undergo unpleasant side effects, "such as depression, irritability or menstrual irregularity," until they find the best brand for them.

*Dr Heber employing his technique for his patients*

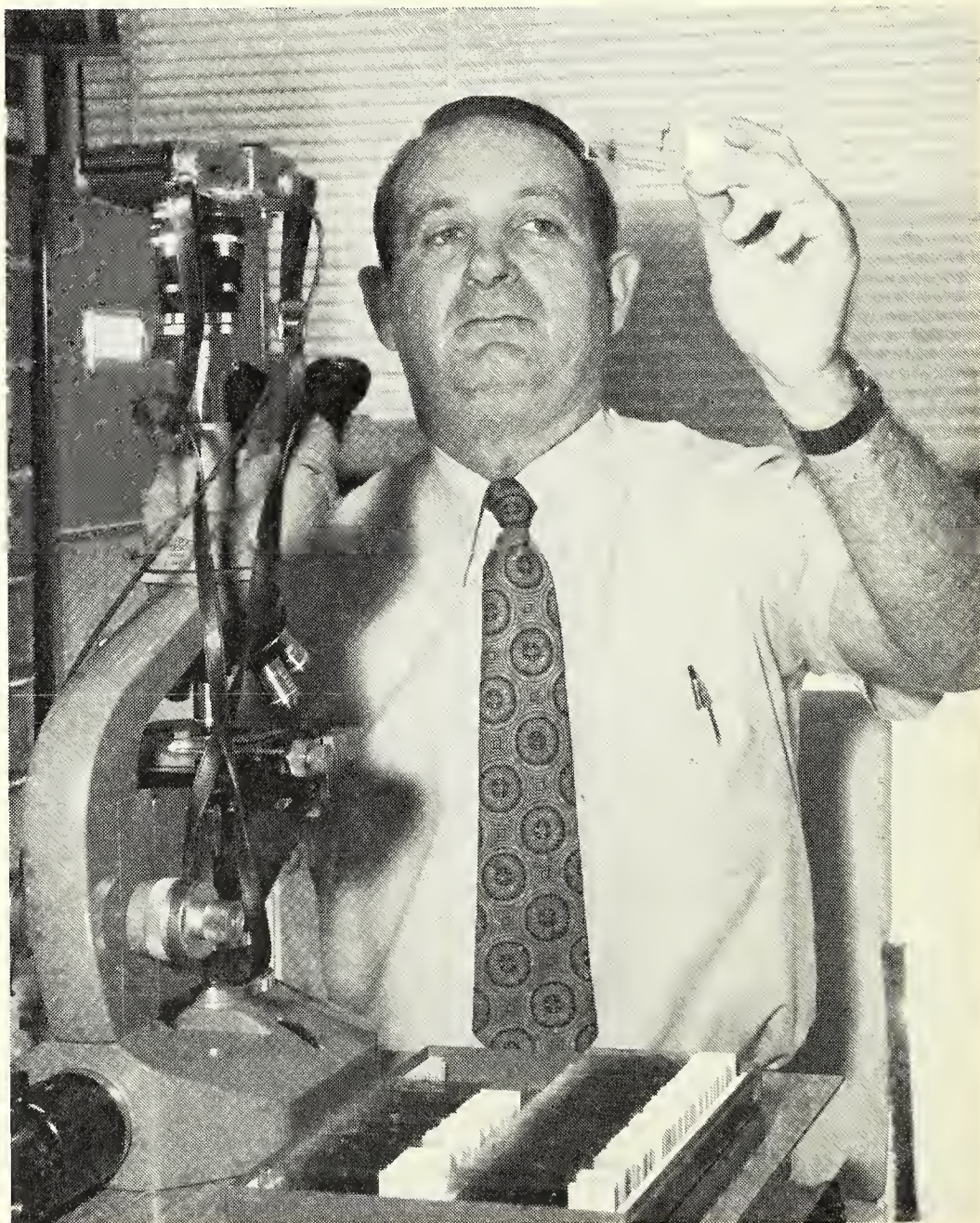
He said his work could also make it simpler for the medical profession to apply female hormone therapy, involving such symptoms as acne, caused by an oestrogen deficiency.

Dr Heber has done 10 years work on contraceptives. His latest research findings are expected to be published in the *Australian Family Physician* within the next few months.

He works from his home surgery in Auburn, a suburb of Sydney. While continuing his practice Dr Heber is undertaking postgraduate study for his doctorate at the University of New South Wales. He is a member of the Australian Family Planning Association's medical advisory board.

During his research, he has studied and catalogued more than 7,400 slides of smear tests and since he began the investigation has given his patients more than 30,000 free packets of oral contraceptives, supplied by a company interested in his work.

Dr Heber's findings will be the subject of a seminar proposed by the Royal Australian College of General Practitioners later this year.





# Hospital pharmacy forum

## Responsible to whom?

by a hospital pharmacist

A long, and at times acrimonious argument seems to be developing about the exact place of the regional pharmacist in the administrative hierarchy of the Regional Hospital Board. Should he or should he not be responsible to the senior administrative medical officer? Noel Hall saw no objection to his being part of the staff of the SAMO "provided his right of access to the Board on pharmaceutical matters is preserved". HM(71)70, the official memorandum giving effect to the Noel Hall recommendations advised that he should, like the regional administrative scientific officer recommended by the Zuckermann Committee, "normally be on the staff of the SAMO".

Most Regional Hospital Boards have made it clear, either in the advertisement itself or in the conditions of service sent to prospective applicants, that the successful candidate will be a member of the staff of the SAMO or in some cases actually responsible to him.

### Subtle difference

Whether there is any subtle difference between the precise meaning of the two phrases "on the staff of" and "responsible to" is open to argument, but before pursuing the matter further it might be helpful to take a close look at the administrative structure of Regional Hospital Boards.

The two most senior officers are the secretary and the senior administrative medical officer. It is the function of the SAMO to advise the Board on all matters pertaining to the medical administration of hospitals, while the secretary is mainly responsible for what are usually called the "hotel services". He also acts as the Board's chief executive officer and in practice his relationship with the SAMO is very similar to that which exists between the town clerk and the medical officer of health of a local authority.

Regional Hospital Boards employ a variety of non-medically qualified professional and technical staff, such as architects, engineers, etc, all of whom are on the staff of, and presumably responsible to, the secretary. Doctors, nurses and, from now on, we must include the regional pharmacist and the regional administrative scientific officer, are the responsibility of the SAMO. It is his job, for instance, to advise the Board of, say, a shortage of nurses and to suggest how the situation might be remedied. In all probability he will base his advice on a report made to him by his specialist subordinate, the regional nursing officer, but responsibility for the advice he gives to the Board is entirely his and he cannot blame her if it proves to be wrong.

On this basis it can be assumed with

a fair degree of confidence that something very similar will apply in the case of the regional pharmacist and the regional administrative scientific officer. Unless there is a radical change in the administrative structure of Regional Hospital Boards, these officers must be responsible either to the secretary or the SAMO, and if given the choice it is probable that most of us would prefer the latter.

The point now at issue is whether a pharmacist, as a member of a profession separate and distinct from medicine, should ever be responsible to a doctor. Those who argue that he should not, point out, with some truth, that pharmacy has only recently achieved full independence after a long and hard struggle and for the regional pharmacist to be made responsible to the SAMO is therefore a retrograde step which may well prejudice the whole future of the profession.

On the other side are those who argue that the independence of pharmacy is very largely a myth. They point out, also with some truth, that the membership of the Standing Pharmaceutical Advisory Committee appointed under the NHS Act to advise the Minister on pharmaceutical matters invariably includes doctors, whereas no pharmacist has ever been appointed to the Standing Medical Advisory Committee. Even the Council of the Pharmaceutical Society includes amongst its membership two Privy Council nominees, at least one of whom is invariably a doctor, but no pharmacist has ever been nominated by the Privy Council to sit on the General Medical Council.

### Acknowledged superior

There are, of course, certain limited aspects of the practice of pharmacy where the pharmacist can properly claim that his work is in no way controlled by doctors. This can be said of pharmacists employed as teachers in schools of pharmacy and by many of those working in the pharmaceutical industry. However, pharmacists employed in psychiatric hospitals, and all hospital pharmacists in Scotland, have long acknowledged a doctor, in the shape of the medical superintendent, as their superior officer. It is to him that the pharmacist reports and he who has the major say in his hiring and firing. It seems reasonable therefore to assume that much the same relationship is likely to exist between the regional pharmacist and the SAMO.

Noel Hall's suggestion that the regional pharmacist should have the right of access to the Board may well give rise to difficulties. There will inevitably be occasions on which he and his chief will not see eye to eye and the latter will not take very kindly to one of his subordinates advising

the Board to take a course of action different from that which he himself has recommended. In practice it can be confidently assumed that on such occasions the voice of the SAMO will prevail, especially as there are very few pharmaceutical matters in which doctors cannot claim to have an interest of some kind.

In fact most pharmacists in the hospital service have now come to realise that in common with other non-medically qualified scientists they can only work effectively as members of a team. Parliament, the public, and perhaps one might also include common sense, will always insist that a team concerned with the treatment of disease in human subjects must be captained by a doctor who alone can accept legal responsibility for what is done in his name. In such a context the term "independent profession" has no real significance.

## New officers

**National Pharmaceutical Union**  
**Bournemouth and East Dorset Branch.** Chairman, Mr J. Barrie Thompson; hon secretary, Mr Stanley Bubbs, c/o Branksome Chemists Ltd, 436 Poole Road, Branksome, Poole.

**Pharmaceutical Society**  
**Liverpool Branch.** Chairman, Mr A. W. Newberry; vice-chairman, Mr R. Clitherow; hon treasurer, Mr O. C. Roberts; Press officer, Mr J. C. Leigh; secretary, Mr R. N. Bullen, 255 Woolton Road, Liverpool 16.

**Guild of Hospital Pharmacists**  
**Tyne, Wear and Tees Branch.** Chairman, A. H. Young; vice-chairman, W. T. Wing; treasurer, R. Elder; secretary, H. H. Poole, Royal Victoria Infirmary, Queen Victoria Road, Newcastle upon Tyne.

## Shopfitting



The door mat at the entrance to the shop shown here is claimed to stop dirt being brushed into the premises. It is impregnated so that it "attracts dirt, dust and moisture". When soiled it is re-impregnated with an aerosol. Cost £2.45, or on a rental basis, from London Carpet Cleaners Ltd, Furmage Street, Garratt Lane, London SW18



# MARKET NEWS

## Currency upheaval effects on markets

London, June 28: Dealers in essential oils and crude drugs are still wondering how the commodities would be affected by the Government's decision to float the £ as from last Friday. With the overseas foreign exchange closed up to Tuesday it was expected to take several more days before the level of the £ would become sufficiently stable for sellers to recommence quoting.

Meanwhile there have been several adjustments—mainly upward—among essential oils. These included cade, lemongrass, caraway, Chinese citronella, Brazilian peppermint, rosemary and American spearmint. Lower were English-distilled cuchia, camphor white, Indian ginger and new crop pennyroyal.

Dealing in crude drugs was at routine levels. Aconite was easier together with camphor powder (natural), Peruvian cochineal and karaya and tragacanth gums.

A report from Tuticorin states that there has been timely rain in the senna growing areas last month "so the second crop should be a good one." Shipments of senna from the port during May were:

|              | UK<br>Tons | US<br>Tons | Europe<br>Tons |
|--------------|------------|------------|----------------|
| Senna leaves | 2          | —          | 124            |
| Pods         | 3          | —          | 17             |

Price changes among pharmaceutical chemicals since last published include glucose, glycerin, cream of tartar, tartaric acid and zinc sulphate.

### Pharmaceutical chemicals

**Adrenaline:** (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

**Alolin:** 50-kg lots £9 kg.

**Aminacrine hydrochloride:** £33.50 kg.

**Ammonium bicarbonate:** £55 metric ton delivered; carbonate lump and powder £88.20.

**Aspirin:** 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

**Bemegride:** BPC £16 kg.

**Benzamine lactate:** 500-kg lots, £51.15 kg.

**Benzocaine:** 50-kg lots £1.48 kg.

**Bismuth salts:** £ per kg.

|            | 12½-kg | 50-kg | 250-kg |
|------------|--------|-------|--------|
| carbonate  | 4.68   | 4.50  | 4.45   |
| salicylate | 4.00   | 3.50  | —      |
| subgallate | 4.30   | 4.10  | —      |
| subnitrate | 4.25   | 4.05  | 4.00   |

**Bromides:** Crystals (£ per kg).

|           | 12½ kg | 50 kg | 250 kg |
|-----------|--------|-------|--------|
| Ammonium  | 0.52   | 0.43  | 0.40½  |
| Potassium | 0.47   | 0.38½ | 0.36   |
| Sodium    | 0.46   | 0.38  | 0.35½  |

\*Powder plus £0.02.

**Borax:** BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.

**Brucine:** sulphate £20 kg.

**Caffeine:** (50-kg) Anhydrous and hydrate £1.78 kg.

**Calamine:** BP grade £291 metric ton for 250-kg lots.

**Cantharadin:** £75 per 100 g.

**Chloroform:** BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

**Chlorophenesin:** 50-kg lots £3.62½ kg.

**Cortisone:** acetate £0.25 per g.

**Dienoestrol:** 50-kilo lots £0.07 per g.

**Digoxin:** Up to 25-g lots £2.60 per g.

**Dimidium bromide:** 5-g lots £3.20 g.

**Emetine:** hydrochloride £375 kg;—bismuth iodide £212.50.

**Ephedrine:** (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

**Fenticlor:** 50-kg lots £1.73 kg.

**Ferrous fumarate:** £0.50 kg for 50-kg lots.

**Ferrous gluconate:** £628 metric ton in 50-kg lots.

**Ferrous phosphate:** In kegs £0.46 kg.

**Glucose:** (Per metric ton in 10-ton lots), monohydrate powder £84; anhydrous £165; liquid 43° Baumé £70 (5-drum lots).

**Glycerin:** BP per metric ton—5-ton lots £234; 1-ton £237; 250-kg £243.

**Hydrocortisone:** Acetate or alcohol £0.25 g.

**Hydrogen peroxide:** 35 per cent, £130 per 1,000-kg.

**Hydroxocobalamin:** £5.25 per g.

**Hyoscine hydrobromide:** £314.25 kg.

**Hyoscyamine sulphate:** (100-g lots) £59 kg.

**Iodides:** (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).

**Ichthammol:** 1,000-kg lots £0.52 kg.

**Iodine:** Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

**Iron ammonium sulphate:** 100-kg £205 per metric ton.

**Iron and ammonium citrate:** (per metric ton) granules, 50-kg lots £650 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.

**Iron phosphate:** £470 for metric ton 50-kg lots.

**Isoprenaline sulphate:** 5-kg £16.50 kg.

**Methylated spirits:** In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.

**Neomycin sulphate:** BP 5-g £27.50 g.

**Paracetamol:** 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

**Parachloro-meta-xyleneol:** 50-kg lots BPC £0.94 kg.

**Paraffins:** (minimum 1-ton lots) liquid-BP £0.552 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

**Penicillin:** Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.

**Phthalylsulphathiazole:** 50-kg lots £1.60.

**Physostigmine:** 100-g lots salicylate £0.69 per g; sulphate £0.88g.

**Pilocarpine:** 1-kg lots hydrochloride £102; nitrate £95.

**Piperazine:** Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.

**Potassium bitartrate:** (metric ton) 50-kg lots £399; 250-kg £391; 1-ton £381.

**Potassium citrate:** £353 per metric ton.

**Potassium permanganate:** BP £0.22½ kg technical £0.21½.

**Saccharin:** BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

**Salicylamide:** (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

**Sorbitol:** Powder £335 metric ton for over 250 kg.

**Streptomycin:** £11 kg base; dihydrostreptomycin £11.50 kg base.

**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

**Tartaric acid:** (Per metric ton) 50-kg lots £437; 250-kg £432; £428 ton.

**Terpineol:** 50-kg lots £0.47 kg.

**Theobromine:** Alkaloid £13.50 kg delivered.

**Theophylline:** (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.23 kg.

**L-Thyroxine:** £1.15 per g.

**L-Triiodothyronine sodium:** £2.50 per g.

**Zinc carbonate:** BPC 25-kg sacks £0.26 kg.

**Zinc chloride:** granular 96-98% £135 metric ton.

**Zinc sulphate:** heptahydrate £52 metric ton.

### Crude drugs

**Aconite:** Spot £1,025 metric ton; £980, cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £265 spot; £230 cif. Curacao £760 spot; £700, cif.

**Balsams:** (lb) Canada: £1.85 spot; shipment £1.80 cif. Copaiba: BPC £1.20; Para £0.40. Peru: £1.02½; £0.92, cif. Tulu: BP £0.70.

**Belladonna:** Leaves £0.15 lb spot and cif, herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif.

**Benzoin:** BPC £0.75 kg spot; £0.66, cif.

**Buchu:** No spot; £1.00 lb cif.

**Camphor:** BP natural powder £0.85 kg spot; £0.75, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.

**Cascara:** Spot £325 metric ton; shipment £300, cif.

**Cassia:** Lignea, whole £620 metric ton cif.

**Cherry bark:** Nominal spot and shipment.

**Cochineal:** Tenerife black-brilliant £6.45 kg spot; Peruvian silver grey £5.10.

**Ginger:** (ton) Cochin £225, cif. Jamaican No. 3 £1,050 spot; £840, cif. Nigerian split £200 spot, £185 cif; peeled £300 spot; £280, cif. Sierra Leone, £250, cif.

**Gums:** **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £24 cwt spot. **Tragacanth:** (cwt) No. 1 spot £250, No. 2 £220.

**Lanolin:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.

**Menthol:** (kg) Chinese spot £6; shipment £5.70 cif. Brazilian spot £375; afloat £365, cif; July-August £3.60, cif.

**Pepper:** (ton) Sarawak black £360 spot; £325, cif; white £510; £455 cif.

**Seeds:** (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £275; shipment £250 cif. **Corlander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Iranian £240 cif. **Dill:** Indian, for shipment £120, cif. **Fennel:** Chinese £130 (metric ton), cif; Indian nominal. **Fenugreek:** Moroccan £72 long ton, cif. **Mustard:** £60-£120 spot.

**Turmeric:** Madras finger £195 ton; £168, cif.

**Waxes:** (ton) **Bees'** Dar-es-Salaam, spot nominal; £610, cif; **Candelilla:** £570; £530, cif. **Carnauba:** fatty-grey £335, cif; prime yellow £665, cif.

### Essential and expressed oils

**Almond:** Drum lots £0.60 kg.

**Amber:** Rectified spot £0.33 kg.

**Anise:** Chinese £1.40 kg spot; £1.30 cif.

**Bay:** £5.95 spot, shipment £6.50, cif.

**Bergamot:** £9.35-£14 kg as to grade.

**Birch tar:** Rectified £2.35 kg.

**Bois de rose:** No offers.

**Buchu:** English distilled £210 kg.

**Cade:** Spanish £0.45 kg.

**Cajuput:** £1.20 kg on spot.

**Camphor white:** Spot £0.36; £0.31 kg cif.

**Cananga:** Java £5 kg, cif.

**Caraway:** Dutch £7.50 kg; English £21.50 kg.

**Cardamom:** English distilled £50 kg; Indian £48.50.

**Cassia:** Chinese 90 per cent, £2.20 kg, 85 per cent £2.05; both spot.

**Celery:** English £26 kg; Indian £19.

**Cinnamon:** Ceylon leaf £1.45 spot, £1.38 cif, Seychelles leaf rectified £3, cif. Bark, BP £2.20 English distilled bark £88.

**Citronella:** Ceylon spot £1.05 kg; £0.96, cif. Chinese £1.05 spot; £0.94, cif.

**Clove:** Madagascar leaf £1.15 kg; £1.08, cif. English distilled bud £17.60. Stem oil £5.50 kg, cif.

**Cod-liver:** BP in 45-gal lots £28.80 naked.

**Corlander:** £8.80 kg spot.

**Cubeb:** English, £13.50 kg.

**Dill:** £5.70 kg spot.

**Eucalyptus:** Chinese 80-85 per cent £0.66 kg In bond £0.62½, cif.

**Fennel:** Spanish sweet £2.09 kg.

**Geranium:** (kg) Bourbon £15.50; Congo £13.75.

**Ginger:** English distilled £40 kg; Indian £16.50.

**Juniper:** Berry £3.08 kg; wood £0.55.

**Lavandin:** £2.76 kg spot.

**Lavender:** French from £4.40 kg.

**Lavender spike:** In 1-metric ton lots £3 kg.

**Lemon:** Sicilian £3.66 kg as to quality.

**Lemongrass:** £1.95 kg spot; £1.72, cif.

**Lime:** West Indian £7.70 kg spot; £7.15, cif.

**Mandarin:** £5 kg.

**Nutmeg:** East Indian £4.95 kg. English distilled from West Indian £12, from E Indian £13.15.

**Olive:** £344-£347 metric ton, fob, Spain; spot £395-£405 long ton, duty paid ex wharf.

**Orange:** Sweet £0.54 kg spot; bitter from £3.15.

**Palmarosa:** £7.50 kg spot, £7, cif.

**Patchouli:** Spot £4.25-£5.00 kg.

**Pennyroyal:** £2 kg, new crop.

**Pepper:** English distilled ex black £32.50 kg.

**Peppermint:** (per kg) Arvensis Chinese, spot unobtainable; cif £2.30 Sept-October. Brazilian £1.60 spot; £1.45, cif. American Piperata from £2.55.

**Petitgrain:** £3.35 spot; shipment not quoted.

**Pimento:** Berry £4.90 kg; leaf £4.25.

**Plne:** (kg) Abietis £3.75, pumillonis £6; sylvestris £1.62.

**Rosemary:** Spanish £1.90 kg, scarce.

**Sage:** Spanish nominally £4 kg spot.

**Sandalwood:** Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

**Spearmint:** American from £5.30 kg, cif; Chinese spot nominal; shipment £3.80, cif.

**Thyme:** Red £3.50 kg; white £4.



# LETTERS

## The ups and downs of pricing

No longer being in retail practice, I was recently stung into activity by being "over-charged" for a tube of Trugel. I carried out a small price survey on the product in central London and two outer suburbs.

The manufacturer's recommended post-budget price—notified by the C&D price supplement on April 1—is £0.22. The prices at which the product was offered were: "Cut-price" shop £0.20; Cross & Herbert (suburban) £0.22; Boots (suburban 1) £0.23; Boots (suburban 2), independent suburban pharmacy and Woolworth's (suburban) £0.24; Woolworth's (central London) £0.26. Branches of large multiple grocers visited did not stock the product.

So it would appear that Mrs Average Consumer buys at above the recommended price, making nonsense of the resale price maintenance abolitionists' claims—but then didn't we pharmacists predict this situation from the beginning?

The lesson retail colleagues might learn from my experience, however, is that price competition does not necessarily mean price "cutting". If I may offer a little advice, keep an eye on your neighbour, and ensure your customers always get value for money on every purchase.

I know that as a consumer on the other side of the counter, I prefer to shop where I can rely on getting value—"shopping around" can be so demoralising!

**Feeling cheated**

## Prescribers' lapses

Mr W. Hook ("Quiet diplomacy", last week), underlines the obvious when he quotes the pharmacist's duty to protect the patient against "a lapse on the prescriber's part". He is not justified in extrapolating that duty to other than that occasional lapse. I fail to see the

application of this principle to over-prescribing by a doctor. Much slovenly prescription writing may be due to the doctor's reliance on the pharmacist to sort out his intentions. An unhappy example of this occurred recently.

**E. Cerrino**

Gamlingay, Sandy, Beds

*The incident referred to involved a service committee decision. A pharmacist changed tablets which, in the committee's view, had been wrongly prescribed because of the doctor's practice of taking the name from bottles of tablets previously supplied. The pharmacist had not contacted the prescriber before making the change—Editor.*

## Rifle success

Thanks in part to your kindness in publishing a letter from me last year, pharmacists all over the country have been able to take part in a competition for small bore target rifle shooting.

An enjoyable and successful winter's indoor competition was held in which fifteen pharmacists, male and female, took part. The winner of the Pharmaceutical Challenge Trophy Shield was Mr. S. Cohen Radlett Herts, closely followed by Mr R. W. A. Davies, Romford, Essex.

The competition will be held again, starting in November this year.

**D. J. McIntosh**

Bishopmill Pharmacy, 20 North Street  
Bishopmill Elgin, Moray

## VAT policy

Your report "Examine pricing policy advises VAT Minister" (June 17) is most illuminating. "A wrong policy could help competitors to progress" (my italics), it said. You also quoted the Minister as saying that many chemists have written about the problem of tax paid stocks but they are "some nine months behind most of the people who had written about it". A quite pregnant but ominous period to quote!

If the Minister had only passed the buck, one might see something in mitigation. But he does not seem even to ask industry to see that sale or return terms

are offered. Does one take it that competition may well render that unlikely? If it is significant now, price competition will certainly be more so after VAT, with our obligations. All pharmacists should take note if they wish to safeguard their security.

**Perturbed**

## BUSINESS Q & A

*I am considering converting my business into a private limited company with my wife, son and self as directors. What are the advantages and disadvantages of doing this?*

The main advantage is, of course, the limitation of liability, so that the private assets of the businessman cannot be taken to discharge the company's debts. In addition, a company as a separate person in law continues regardless of the death of a participant, or indeed a change in ownership of the shares. In addition, there may be certain tax advantages, though this would be dependent upon the level of profits earned. A further point is that the existence of a company usually facilitates the making of arrangements to avoid death duties.

The disadvantages are the somewhat greater cost of administration and the greater formality of the company structure. It is necessary to file accounts and to submit returns to the Registrar of Companies. The corporation tax represented a considerable disincentive to small companies, but with its reform this aspect of the problem should tend to disappear.

## Advance information

**Royal Society of Health**, Dorchester Hotel, London, on September 29. Annual dinner, cabaret and dance. **RSH Pharmaceutical group Luncheon Club**, Café Royal, Regent Street, London W1, on October 11, Mr C. C. Stevens on "Codification of drug legislation and control". On December 6, Professor C. S. G. Grunsell on the need for control of animal medicine.

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# CHEMIST & DRUGGIST

113th year of publication Vol. 198 No. 4817

The newsw weekly for pharmacy

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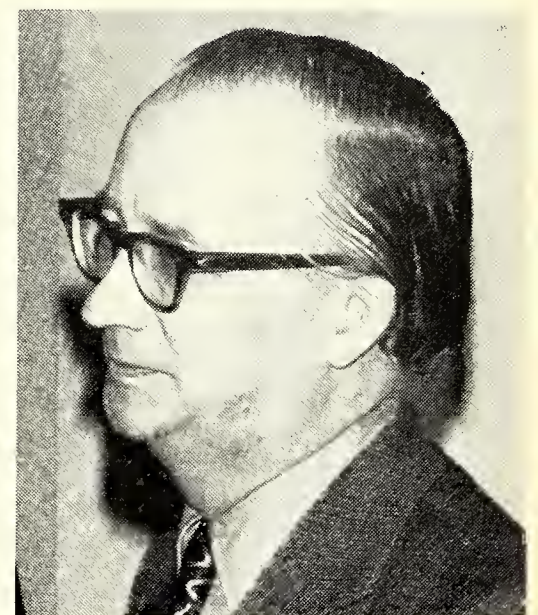
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**A Benn Group Journal**



Professor G. Paterson last week reported on the pharmacists' contributions to 19th century progress (see p 50)



# Yardley cover retailers' VAT role

Yardley are to ensure that retailers are covered against loss of profits on purchase-tax-paid Yardley stocks held when VAT begins.

The company have devised a scheme whereby the retailer sends a stock return at the start of the "tax holiday" and another at the end of the "holiday". Yardley then send goods, the retail value of which is equivalent to the purchase tax paid element of the stock in hand. The calculation will be based on a tax of 25 per cent. Yardley are financing the scheme themselves and retailers wishing to take advantage of it must take stock at the beginning and end of the "holiday". Despatch records will be kept by the company and random stock checks carried out. The rebates will be "paid" by Yardley in assorted goods specified by the company.

Goya Ltd have also announced that they are setting up a free stock scheme through their representatives, to help retailers in respect of "left over stocks from Christmas."

## Report on Glaxo takeover bids received by DTI

The Department of Trade and Industry last Friday received the report of the Monopolies Commission's investigation into the bids of Beecham Group Ltd and Boots Co Ltd for Glaxo Group Ltd.

The report which is understood to be a lengthy one, will take some time to digest and print.

The Commission had been asked early in February by DTI to investigate and report within five months. That period ended on Monday.

Meanwhile Boots and Beecham allowed their bidding to lapse. (Beecham report p 36.)

## 'Pyramid selling' decision deferred

Judgment was reserved by Mr Justice Megarry in the High Court on Monday in the case in which the Department of Trade and Industry petitioned for the winding-up of cosmetics company Koscot Interplanetary (UK) Ltd, and a

Swiss associate, Koscot AG (see C&D, June 24, p 854). The Department alleges that Koscot Interplanetary's method of selling is contrary to the public interest. It has been described as "pyramid selling"—where franchisers sell rights to others to sell the company's products—and is alleged to constitute an illegal lottery. Koscot Interplanetary denied the allegations.

Mr Peter Millett, for the Department, contended that even if undertakings offered on behalf of the companies were adequate and satisfied the court it would still be just and equitable to wind the companies up because that would be in the interests of the public.

In the Department's submission there was no alternative to an independent restitution programme in which the rights of the different franchise holders could be properly investigated and claims met.

Mr F. Ashe Lincoln, QC, for the companies, contended that they were entitled to undertake to the court to use their best endeavours to put matters right. There had been very much a "new broom," with new personalities in the concern.

## BMA drugs report 'for discussion'

The Secretary for Social Services was asked in the Commons last week if he would implement all the conclusions and recommendations contained in the report of the British Medical Association panel on pharmaceutical products.

The report (C&D, May 20, p 711) said among other things that unit packs are the safest way to get drugs to the patient.

But Sir Keith Joseph told Mr Laurie Pavitt that the recommendations "clearly need to be discussed with the professions and industry before any conclusions as to the extent of implementation could be reached."



Peter Boardman, FPS, (left) of Boardman and Coombe Chemists, Brookmans Park and Potters Bar, Herts, receives a suitcase from John Pringle, national accounts manager, Bowater Scott. Mr Boardman is the first winner of a competition sponsored by Bowater Scott and Unichem. A second prize went to G. A. Perks, MPS, Wigmere, Kent. Five more competitions are yet to take place

# Society wins tax concession on headquarters

The Pharmaceutical Society of Great Britain has successfully sponsored an amendment to the Finance Bill which will enable it to take advantage of the "roll over" tax relief on profits arising from the sale of the Bloomsbury Square premises over their estimated value in April, 1965.

The new provision will also benefit other non-profit-making trade and professional bodies.

The Society, which has been asked to sell its headquarters to the Department of the Environment to assist in the Government's plans for extensions to the British Museum's library, discovered after agreeing in principle to the sale that while the Finance Act exempted charitable organisations from capital gains tax on property sales and allowed trading companies to "roll over" profits from the sale of their premises into new ones, there was no provision to protect societies like itself and some 300 other similar professional bodies, from capital gains tax if they moved headquarters.

## Tax penalty

It was thought that the tax penalty to the Society could have been anything between £100,000 and £200,000.

In a House of Commons standing committee on the Finance Bill on June 28, Mr C. Parkinson successfully moved a new clause in the

names of Mr Norman Fowler and Mr Eric Ogden giving relief from capital gains tax, in the replacement of business assets, to professional and non-profit-making bodies.

Mr Patrick Jenkin, Chief Secretary to the Treasury, said he thought it was right that this "roll over" relief to non-profit-making professional bodies should be written into the tax system.

## Bill amendment

Although an amendment to the Finance Bill was tabled on behalf of the Society in 1971 by Mr Ogden and Mr Fowler, the Treasury were unable at that time to accept their proposals. It seemed, however, that Mr Jenkin was sympathetic to the Society's case, and in the hope that the Government might have "second thoughts" a newly-drawn amendment to this year's Bill was put forward.

During the past year many professional bodies have offered to support the society's attempt to remove the anomaly.



# 'Turnover being maintained by NHS revenue'

For the second successive two-month period, NHS revenue has accounted for over half the turnover of independent pharmacies.

For small independents, the figure was again 53.9 per cent of turnover from NHS, according to the March-April *Retailer Report* of the A. C. Nielsen market research organisation.

But for large independents it fell to 49.1 per cent from 50.6 per cent in January-February, giving an average of 50.7 per cent for independents overall. Multiples and Co-operative Societies averaged 40.4 per cent from NHS—0.1 of a point up from the previous two-month period.

## Chemists' turnover

Average weekly turnover for all chemists—excluding Boots—was up by 8.9 per cent "which is no greater an increase than we have been accustomed to seeing in the last year or so," according to Nielsen. However, cash sales were up by only 6 per cent—emphasising the importance of NHS in keeping turnover at an acceptable level.

During March, all types of outlet dispensed fewer prescriptions per shop, but the cost continued to rise.

Wales was the only region to show a decline in cash sales against a year ago, but Greater London recorded an 11 per cent gain. All regions showed increased NHS revenue compared with 1971.

The average weekly cash and NHS turnover for all chemists was £7,533,000, compared with £7,360,000 in the preceding period.

The breakdown of cash sales shows that large independents put on 8 per cent over the previous year, compared with 2 per cent by small independents and 7 per cent by multiples and Co-operatives.

## Volume breakdown

Sterling volume (cash and NHS) went 15 per cent to multiples and Co-operatives, 56 per cent to large independents and 29 per cent to the small.

Average weekly cash turnover was: large independents £425; multiples and Co-operatives £416; small independents £145. Average NHS receipts were: large independents £428;

multiples and Co-operatives £339; small independents £219. In March, independents dispensed 87.5 per cent of NHS prescriptions (average 1,814 per shop) and multiples-Co-operatives 12.5 per cent (1,961 per shop).

## Poisons case: jury calls for inquiry

Prohibition of the sale of salts of thallium, except in certain closely defined circumstances, is proposed by the Poisons Board (see p 48).

Thallium was one of the poisons said at St Albans Crown Court last week, to have been used by Graham Frederick Young, who was convicted of killing two work-mates and administering poison to two other persons. After returning their verdict, the jury drew attention "to the apparent ease with which dangerous poisons may be obtained."

"We feel that the present procedure should be reviewed and measures taken to assure that the public may be more completely safeguarded."

The jury's rider is considered "unfortunate" by the Pharmaceutical Society. Poisons need to be made available on many occasions and who is better than the local pharmacist to decide if the poison should be issued or not?

It is pointed out that the controls are for the protection of the community against themselves, rather than to deter potential poisoners. Occasional misuse of a poison, is no reason for imposing even stricter controls.

However, as the responsible authority, the Society is already examining the circumstances of the sale of poison to Young.

It is understood that there will be no inquiry into this aspect by Sir Carl Aavold's committee, which has been set up to study the procedure for supervision of patients discharged from institutions, as was claimed in the national press last week.



Photograph shows Tony Harper and, extreme right, Polly Elwes, talking with the two models after their hair had been coloured. The model on the left, Mrs. Rene Waine, had a high percentage of grey before her hair was coloured with Clairol's Loving Care; the model in the centre, Margaret Card, went several shades lighter with Nice 'n Easy

## Clairol to be in TV show

Scheduled for screening by Thames Television on July 11 in colour is episode 8 of ITV's television series for women entitled "Let's Face It". This episode is devoted to the subject of hair and a guest on the programme is Clairol's technical training manager, Mr Tony Harper.

During the course of the programme, hosted by Polly Elwes, Mr Harper talks about hair structure, conditioning, shampooing and colouring and, in fact, demonstrates two of Clairol's retail products, Loving Care and Nice 'n Easy. This programme will be screened by other channels later on in the year.

## Baby foods: less lead content

The report of the Working Party on the Monitoring of Foods for Heavy Metals on lead in food has recommended that steps be taken to reduce the lead content of canned baby foods, at least to the level existing in the national diet and, preferably, below it.

Commenting on the change, a spokesman for H. J. Heinz Co Ltd who total 80 per cent of the canned baby food market, said: "As far as lead is concerned, the mean level in Heinz baby foods has always been less than one-eighth of the permitted level."

"By changes that have already been made in can technology through the use of pure tin solder, Heinz baby foods

are now being produced with lead levels which are only one-tenth of the new lower permitted levels to be imposed from next January.

"Much of the news coverage has drawn attention to a comparison between the mean level of lead in canned baby foods (0.24 ppm) and the level of lead in the national diet (0.13 ppm).

"This is a misleading comparison, comparing as it does the lead level in a part of the total diet of a baby with that in the total diet of the national average consumer.

"The level of lead in the total diet of the average baby is in fact 0.1—even lower than the national diet level. Of this total, less than one-quarter comes from baby foods."

There is no clinical evidence of harm to babies or adults from present levels of lead ingestion from food.

## Retailers meet VAT Minister

Various problems of the transitional period from purchase tax to value added tax were discussed between representatives of the retail trade and the Financial Secretary to the Treasury, Mr Terence Higgins, MP, on June 30.

The Parliamentary Retail Group, with its chairman, Mr Geoffrey Finsberg, MP, and its vice-chairman, Mr Alfred Morris, MP, led the deputation from the Retail Consortium headed by its chairman, Lord Redmayne.

The Minister promised to consider the points raised.



# Contraception is changing, Hull survey reveals

Three major techniques are dominating English birth control—the condom, the “pill” and withdrawal—according to Dr John Peel, reader in sociology, University of York, and an expert in contraceptives.

A paper published by Dr Peel this week refers to the “virtual disappearance of other methods (douching, jellies, creams, foam tablets, prolonged lactation and abstinence), “which accounted for 25 per cent of the usage attributed to those couples married in the 1950s”.

Dr Peel records the results of a five-year follow-up survey of 350 couples married in Hull in the mid-’60s. The survey is thought to be unique in that it studies a group of women from the date of marriage. Changing attitudes and the increasing effectiveness of contraceptive technology, Dr Peel shows, have resulted in the halving of the expected number of unintentional births.

Since 1965 couples involved have revised their intentions as to the size of the family they would like from an average of 2.61 to 2.23 children.

## Birth intervals

Family building was achieved less rapidly than the partners themselves anticipated, but actual birth intervals were shorter than those which they initially considered appropriate: a mean of 24 months, compared with an anticipated 28 months between first and second births, and of 20 months against 27 months between second and third births.

Dr Peel found that condom users were an almost exact cross section of the total sample in terms of socio-economic status. The 12 condom “failures” in the group included five method “failures” and seven failures due to “risk taking”.

“It appears that ‘risk taking’ is higher amongst condom users than amongst the users of any other method of contraception,” states Dr Peel. All major religious groups were represented amongst users of the method.

“Pill” usage was found to be higher amongst semi-skilled and unskilled manual workers than other occupational groups. Users were more likely to have changed to the “pill” after a definite contraceptive failure

with another method, rather than out of general dissatisfaction with some other method.

Withdrawal users were heavily concentrated in the lower socio-economic groups.

Of the 577 pregnancies occurring during the survey exactly two-thirds were planned. It is intended to re-interview participants again in 1975.

Dr Peel concludes that his work demonstrates a national approach to family planning not only in terms of attitudes but also actual behaviour.

## Memorial service for homeopaths

A memorial service was held on June 29 at St George The Martyr, Queen Square, London WC1 commemorating those who died in the BEA Trident air disaster, travelling to the International Homeopathic League Congress in Brussels.

Among the fifteen named were Frederick W. Adams, Margaret Adams, Dudley Wootten Everitt and Margot Everitt.

The service was conducted, and the Address given, by the Rector, and Chaplain to the Royal London Homeopathic Hospital, the Rev. John Sertin.

Those attending the memorial service included representatives of the Pharmaceutical Society of Great Britain—among them the Society’s president, Mr J. P. Kerr and the secretary and registrar, Mr D. Lewis. Miss C. Tuchel (Rumania) represented the *Comite International des Pharmaciens Homeopathes*.

## Achievements of VPR scheme

The Department of Health has initiated negotiations to explore whether price reductions are called for, on 48 occasions under the current Voluntary Price Regulation Scheme for NHS medicines. Mr Michael Allison, Under-secretary, told Mr Laurie Pavitt in the Com-

mons on Tuesday that the current scheme started in November 1969.

Returns for accounting years ended in 1970 had been received from 101 companies, and negotiations with 20 of these led to price reductions by four companies; two negotiations are still open.

Final figures for accounting years ending in 1971 are not yet available, but returns have been received from 96 companies and negotiations have been opened with three of these.

## Patent appeals dismissed

DDSA Pharmaceuticals Ltd, Old Brompton Street, London, appealed to the High Court last week against certain terms of the grant to them of a compulsory licence to import and sell the drug diazepam, patented and sold by F. Hoffman-La Roche & Co AG, Basle, Switzerland, under the trade name Valium.

DDSA complained about the method of calculation of royalty rate, and the form of the licence, made by the superintending examiner [of patents] on October 11, 1971.

Hoffman-La Roche appealed against the grant of the licence and against the royalty rate of £465 per kg which they claim-

ed was not enough to recompense them for promotion and production costs.

Mr Justice Whitford, sitting as a Patent Appeal Tribunal, dismissed both appeals and made no order for costs.

## Old house is radio-active

A house in West Hampstead, London, home until recently of Mrs K. Friday, MPS, and which was used as a factory from 1940 to 1962 by a company who specialised in painting luminous dials on instruments is to be demolished shortly following expert checks which show that it is radio-active.

Mrs Friday and her late husband had started the factory at the 10-roomed Victorian House. She said that the radium compound, used to be delivered in small phials embedded in lead balls, which arrived one at a time in giant insulated packing cases.

Mr Keller, a son, said that neither he nor his mother had ever suffered ill effects, even after 31 years.

The GLC compulsorily purchased the house in 1968, but allowed Mr Keller and his mother to continue living there until three weeks ago, when the house was boarded up and a padlock attached to the front door.

# LPCs to discuss Linstead report on October 8

The report of Sir Hugh Linstead’s Working Party on NHS General Pharmaceutical Services is to be put before a conference of representatives of Local Pharmaceutical Committees on Sunday, October 8.

The report is now in the hands of the Central NHS (Chemist Contractors) Committee which is to hold a special meeting to discuss it as soon as possible. The Committee’s recommendations will then be referred to the LPC representatives meeting.

Arrangements are being made for publication before the meeting and pre-prints will be circulated to members of Pharmaceutical committees as soon as possible.

Last week’s meeting of the Central Committee was also told that a reply had been received from the Department of Health on the claims for increased remuneration in respect of profit level and

notional salary.

The Committee is to make further representations following study of the Department’s proposals.

## Independents’ poor May

Independent chemists and photographic dealers increased their retail sales by only 2 per cent in May, compared with the same period last year.

Indices for the month were: All chemists, 144 (+8 per cent), independents 130 (+2 per cent), multiples 164 (+15 per cent), Co-operatives 112 (–2 per cent) (Department of Trade figures).

The figures do not allow for NHS receipts.



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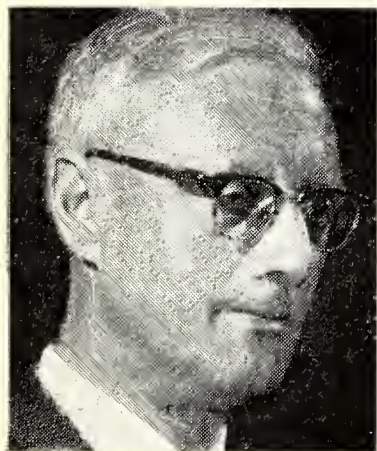
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# COMPANY NEWS

## Beecham still interested in Glaxo

Sir Ronald Edwards, chairman of Beecham Group Ltd in the company's annual report for the year ended March 31 devotes much of his statement to the group's reasons for making a bid for Glaxo Group Ltd and reiterates arguments



Sir Ronald Edwards

made at the time against Glaxo's criticism.

Depending on the findings of the Monopolies Commission it is expected that a new bid will eventually be made by Beecham since Sir Ronald says that "nothing in the last six months has happened to alter our view that the commercial case for an amalgamation is strong".

Further details on the Group's trading results from the preliminary figures given earlier (*C&D*, May 27, p 728) show that sales of human and veterinary pharmaceuticals and animal nutritional products amounted to £79.5m (against £64.9m in preceding year) and trading profit £20.3m (£16.5m). Sales of consumer products rose to £139.6m (from £116.9m) with profit of £16.4m (£13.9m).

By area UK sales were valued at £93.4m, Western Hemisphere £44.3m, Europe, excluding UK, £48.6m and other markets £32.8m.

A revaluation of the Group's properties has shown a surplus of £12.5m on block value.

During the year capital expenditure (excluding acquisitions) amounted to £17.7m.

## Odex Racasan growth expected

Current estimates suggest a further "satisfactory increase in group profit and earnings per share" of Odex Racasan Ltd in the current year, says chairman, Mr J. H. Chandler.

He points out that for some years the group relied for its profit increases mainly on the Racasan company. He believes that the sharply increased profits of the Odex company in 1971-72 (*C&D*, June 3, p766), mean that growth can now be expected to be more broadly based.

## Mothercare shares for public

Mothercare Ltd are to offer 8m of their ordinary shares, representing one quarter of the total issued capital, for sale to the public.

Mothercare is substantially owned by the chairman, Mr Selim Zilkha and his family who at one time were the principal shareholders of Lewis & Burrows Ltd before the London-based company owning twenty pharmacies was sold to an investment company prior to its acquisition by the Stanley Weston Group in 1969.

## Concept now in French group

Concept Pharmaceuticals Ltd have now become part of the French group, Laboratories Pierre Fabre, following a signing ceremony at the end of last month. Mr P. Fabre has joined the board of Concept and is joined by J. R. Robelin (French) as chairman, S. W. Kipling, MPS, chief executive and managing director, D. J. Bridger and P. C. Fairbairn.

Concept, formed as a subsidiary of Spey Industries Ltd, last year, will continue to trade under its own name.

## Berk takes over Interfran

Berk Pharmaceuticals Ltd, have purchased Interfran Product Management Ltd, of Croydon. The chairman and managing director of Berk Pharmaceuticals, Mr F. H. Choppin, states that the acquisition is part of the expansion programme for Mitchum-Thayer products which have been manufactured and distributed through Interfran since 1966.

A significant development of the product range offered through Interfran will take place this year.

Mr P. J. Benton will continue as chairman and managing director of IPM; Miss P. M. I. Ward was re-elected to the board, and Messrs Paul Hughes and Leslie Smith were also appointed directors.

The company's Croydon offices will be maintained although a new distribution centre has been opened by Interfran this month at Vale Road, Tonbridge, Kent.

## In brief

**Dellex Ltd and Grosvenor Perfumery Co Ltd**, 71 Gloucester Road, Croydon CR9 2XN and North Lane, Aldershot, have combined their business activities. Dellex and Grosvenor of London products are now being manufactured and distributed by Dellex-Grosvenor Ltd with administration continuing from the Croydon head office.

**Albright & Wilson Ltd** have formed a new industrial chemicals division by the merger of their former Oldbury division and the industrial chemicals sector of Associated Chemical Companies division. The consolidated marketing and distribution departments of the new division operate from Oldbury, Birmingham.

**Manton & Garton Ltd's** first-half profits rose from £1,014,000 to £1,320,000. Turn-over rose to £26.33m (£22.32m in equivalent period of 1971).

**Mr L. D. Finsbury, MPS**, has acquired the pharmacy of Mr E. S. Mitchell, MPS, 28 Central Road, Leeds LS1 6DE and will trade as L. D. Finsbury Ltd.

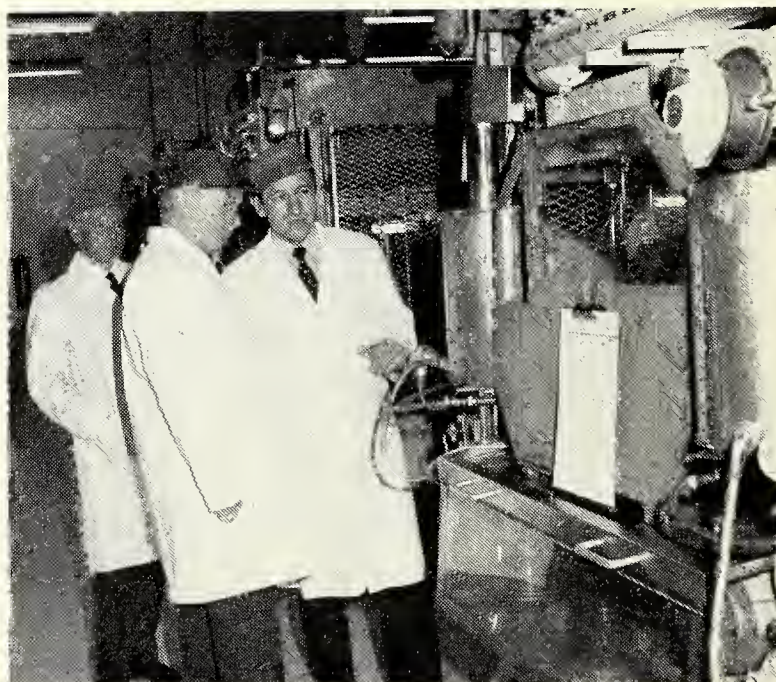
Mr Mitchell served his apprenticeship with the late Walter Hammond at the same address from 1919. He commenced trading on his own account at Crossgate Road, Leeds in 1924 and returned to the Central Road 12 years ago on the death of the previous owner, Mr W. R. Barton who also served with Mr Hammond.

**Reckitt & Colman's** toiletries division expanded its works in Sinfen Lane, Derby in June by 16,200 sqft for the manufacture of aerosol products.

## Appointments

**International Chemical Co Ltd:** Mr R. E. Gay is now both chairman and managing director, having held the latter position since 1968. Mr Gay is also appointed chairman and managing director of I.C.C.'s associated companies, A. S. Boyle Co Ltd and Kolynos (Sales) Ltd. Mr J. C. Ashford is also appointed to the boards of the three UK companies as financial director. Mr E. C. McGregor is appointed marketing director of ICC and Mr W. J. Vale as sales director.

Mr R. F. King who has been a member of the ICC board since 1965 is appointed admini-



Mr A. Mills (right) supervisor, capsule production, Parke-Davis & Co, explains the manufacture of empty gelatin capsules to Mr John Davies, Secretary of State for Trade and Industry, while on a visit to the company's Pontypool factory recently. Behind Mr Davies is Mr D. R. Ross, general manager



stration director. He is also on the board of Kolynos and now joins the board of A. S. Boyle. **Aerosols International Ltd** have appointed Mr Clive Thompson, 29, to the Board of the company and takes up executive responsibility as general manager. Mr Thompson obtained an honours degree in chemistry at Birmingham University in 1964. After working for Shell Chemicals UK, and later Shell International Chemicals, he joined Boots Co Ltd in 1968 working for them in South Africa before returning to the UK at the end of 1970.

The following year Mr Thompson joined Jeyes Group Ltd and in January 1972 transferred to its subsidiary Aerosols International on a temporary assignment taking up a consultative position assisting the board in the development of the business.

**Ayrton, Saunders & Co Ltd:** Mr T. N. R. Horsfield, MPS, manager of the company's subsidiary at Burslem, has been appointed a director of the parent company. He will still be based at Burslem, responsible for the Midland company.

**Armour Pharmaceutical Co Ltd** have appointed Mr K. W. Fitch to the board as sales director and Mr R. J. Edgworth as director of production. Mr K. W. Littlechild has been appointed manager of their international division.

**Wilcox Laboratories Ltd** have appointed the following representatives: Messrs J. A. Bayliss, BSc (north-west London); T. R. Handley, BSc (south-west London); F. B. Honey (central London); and R. C. Miller (south-east London).

**R. Weston (Chemists) Ltd:** Mr J. M. Whittam, MPS, retail development manager, has been appointed a director of the company. [Corrected note.]

## Deaths

**Brunning:** Suddenly on June 23, Mr Edward Jack Brunning, MPS, 155 Shepherds Lane, Dartford, Kent, aged 56. Mr Brunning was manager of the sterile products department of the Wellcome Foundation Ltd at Dartford. He qualified in 1938 after serving an apprenticeship in retail pharmacy and joined the Foundation in 1947 as a pharmacist in the pharmaceutical manufacturing and packaging department. Over the years he had been involved in a number of areas including the manufacture of malt extract for the now discontinued Kepler products, and the glass

printing, filling and sealing of ampoules.

In 1959 Mr Brunning was appointed manager of the general packaging department. He played a key role in the major development of the pharmaceutical operations which culminated in the opening of the extended pharmaceutical building in 1970.

He travelled extensively in the UK and Europe seeking and assessing equipment before returning to production management as manager of the extended sterile products department, in which position he remained until his death.

**Duncan:** Recently, Mr John Duncan, MPSNI, 36 Main Street, Ballymoney, co Antrim, aged 60. Mr Duncan qualified in 1935 going to Ballymoney in 1937.

**Gordon:** Recently, Mr John Thomson Gordon, MPS, 26 Cairncry Avenue, Aberdeen, aged 64. Mr Gordon was in business at Braemar, Aberdeenshire, for over 30 years retiring through ill health three years ago.

## NEWS IN BRIEF

□ In the Commons Mr Graham Page, Minister for Local Government and Development, told Mr T. Dalryell that a scientist was to be seconded to his Department to undertake a survey of the nature and extent of non-agricultural uses of pesticides, and the possible need for appropriate controls.

□ In the House of Lords, Lord Davies of Leek asked whether the Government would amend the Medicines Act so that no new drug could be licensed or marketed in this country without effective reputable clinical trials within Britain. Lord Aberdare, Minister of State for Social Security, refused.

□ Thirty-two per cent of pharmacies in Madrid have been illegally selling amphetamines according to a survey reported in *Medical News-Tribune*. Only eight per cent were found to be selling oral contraceptives without a prescription.

□ All of the 64 samples taken under the Birmingham drug testing scheme were genuine, reports the city analyst in his report for the quarter ended March 31.

□ The general index of retail prices in May was 162.6 (January 1962=100), compared with 161.8 in April.

# Topical reflections by Xrayser

## B P C

A new "Martindale" is due very shortly, and although the price of the new volume would have resulted in something approaching to apoplexy in my old apprentice master, it is important to remember that the condition would have been a constantly recurring one, for such items as salaries and wages, rates and taxes, not to mention incidentals like postages and telephones, would all have contributed.

Nevertheless, I have always regarded the *Extra Pharmacopoeia* as not merely an addition but a necessity, and I have tempered the wind to the shorn lamb by sending off my cheque in good time.

The Council of the Pharmaceutical Society has also intimated what it is pleased to call "tentative lists of additions and deletions" from the British Pharmaceutical Codex of 1973, and once more we are to be present at the demise of a number of items which have been friends over a long period of years, though we have not been meeting so frequently as in days of yore. Some of the deletions concern articles which have had almost a walking-on part. As such, they have made little impression and, indeed, have been only names to most of us. They will probably find a home and a haven of rest in "Martindale" which is enriched by its affinity to Autolycus, that snapper-up of unconsidered trifles. That is one of its "extras" and its charms.

But we are to say farewell to aconite liniment and its alphabetical compound, Lin. ABC, and because elixir of diamorphine and terpin goes, so also does terpin hydrate. The fragrance of the latter, on powdering it in a mortar, brought memories of the Western Highlands and the pine plantations. But the canary fancier will be glad to know of the addition of compound tincture of gentian, and the birds themselves will sing with increased joy.

### Chemical food

There also goes non-staining iodine ointment, which I made in my youth. It is just possible that it never did any harm to anyone, but that is to damn it with faint praise. And what is this? Ferrous phosphate syrup, compound! That "chemical food" of Dr Parrish, found in every household in the land, and—let us whisper it—still bought by mothers whenever their children are off their food or are so lacking in natural mischief as to cause misgivings.

Easton's syrup, never a completely satisfactory preparation, also goes by the board. Many a paper was presented on that subject to science sessions, but no-one now exhibits the slightest interest. It is just possible that the only way to procure it today would be to start from scratch in the pharmacy by searching for the old pastille tin that contained the iron wire. I don't recognise "Iodine paint, compound," unless it be the throat paint of Mandl, which served a useful purpose before the advent of antibiotics.

### Temporary accommodation

And silver nitrate, "mitigated". How did it come to acquire that description? There are others which, despite the disapproval of the experts, will continue to be requested—particularly by one or two physicians who have not yet heard that we have "gone metric". I looked at some of the preparations in the pharmacy today, but refrained from apprising them of their loss of status. They probably feel sufficiently neglected already.



# NEW PRODUCTS AND PACKS

## Cosmetics and toiletries

### Blush and Shine

To tie in with their bright and "roguish" autumn Dandy Look, Coty are launching Blush and Shine (£1.95), described as a totally new concept for cheeks.

It consists of a circular tortoiseshell compact with mirror, containing frosted gloss for cheekbones in the centre, surrounded by creamy blusher for blending to give a soft natural finish. Blush and Shine, due on counter in mid-September, comes in three shades, Brownberry, Pinkberry and Coralberry (Coty Ltd, Great West Road, Brentford, Middlesex).

### Tosca revives romance

The "romantic revival" is being used as the theme for the relaunch throughout Europe of the fragrance, Tosca, presented in packs with a cameo picture set in gold, and a blend of blues and greens.

The range consists of Eau de Cologne in a 75g aerosol (£1.20) and 50ml (£0.90) and 25ml (£0.55) bottles and Eau de Parfum in 60ml (£1.80) and 25ml (£0.85) bottles (Scott & Bowne Ltd, 50 Upper Brook Street, London W1).

### Le Lipstick

Helena Rubinstein have introduced a range of frosted lipsticks, Le Lipstick "Moisture Ices" (£0.67), which are presented in floral cases. They are due to be on sale mid-July and come in six shades, Pink Sparkle, Coral Dazzle, Plum Dazzle, Copper Sequins, Honey Glace and Frozen Brandy.

The company claim that until now frosted lipsticks have tended to be drying, and that their new range contains moisturising emollients and a sun screen to give winter and summer protection (Helena Rubinstein Ltd, 31 Davies Street, London W1).

### Guerlain newcomers

Among the recent arrivals to the Guerlain range is treatment foundation (£3.70), which is said to be formulated mainly for the older age groups and for all skin types except the very sensitive.

Available in five shades, Pêche (peach), Ble (corn), Miel (honey), Soleil (bronze)

and Sable (beige), the product incorporates emulsified fixative materials which hold the soluble lacquer colourants while assisting the treatment action.

Guerlain have also brought out cleansing jelly (£1.70) in a 110cc container, recommended for most skins except the very dry. It is a pink, lightly-perfumed gel to be used like a liquid soap yet is designed not to dry or unbalance the skin. New shades from the company are Saphir and Amethyste eyeshadows in compacts containing frosted and matt, and Mandarine lipstick and Myrtille lipgloss (Guerlain Ltd, 22 Aintree Road, Perivale, Greenford, Middlesex).

### Coty's flowing colour

Coty have launched Flowing Lipcolor (£1.25), a lipstick and brush in a wand, which is designed to give the lips a well defined outline without the colour spreading beyond the edges.

The creamy preparation has a moisturising effect and contains hydrolysed protein, while it is said to give a more lustrous shine than possible with the conventional types of lip product formulas.

## Gillette's 'twin' blade

Gillette launched this week their GII twin razor blade (£1.25), which, as reported in last week's *C&D* (p5) is based on a cartridge (four for £0.33) incorporating two blades—one to cut and lift the whisker and the other to remove the stubble before it withdraws into the follicle.

The sell-in to the trade for the razor began this week and will be completed by the end of this month when each stockist will have had the opportunity to buy a counter merchandiser containing six razors and six cartridges, flashed with the introductory offer (see p 41). These will all be invoiced through wholesalers.

The research and development preceding this launch includes solving the problem of the distance required between the two blades. This was achieved by attaching nylon thread to a whisker on a man's face, drawing the thread through a pulley and tying it to an 8g weight, which is just below the pain barrier. The whisker

There are 12 shades in the range, Fireball Red, Coral Drops, Molten Copper, Rosewater, Wet Rubies, Strawberries, Crushed Plum, Juicy Melon, Pinkrain, Great Wine, Rich Earth and Melting Chocolate (Coty Ltd, Great West Road, Brentford, Middlesex).

### 'Natural' lashes from Miners

Miners have introduced two lashes which are designed to appear as natural as possible. Crisscross (£0.50), cross over each other at the base and Underlash (£0.50) which are wispy and uneven in length. Both are available in black or brown.

The company have also introduced two new shades of frosted nail polish—Red Peril and Orange Menace, both priced at £0.25 (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

### One Plus One

Dana are introducing a fragrance spray with a deodorant additive known as One Plus One (£0.35). Presented in a 13g green and white aerosol, it is an Eau de Toilette with ingredients including cedar wood, geranium, citrus and rosewood and a non-

was then cut and photographed, allowing the retraction process to be timed and therefore the necessary space assessed.

The GII, on sale for about four months in America and one month in Germany, is the UK's third shaving system to join this growing sector of the market. Gillette's marketing manager, Mr Derek Coward, told *C&D*: "Each year we undertake a large scale shaving study and have noted since 1967 a steady move away from the double edge razor and it is significant to note that in our latest study less than six out of 10 of all shavers are now using a double edged razor.

"A further point of significance is that the 'new system' user tends to be the younger rather than the older shaver. Obviously it is these facts observed in many developed markets that have led us in Gillette UK to turn our active attention to the 'new system' market, firstly with Techmatic as long ago as 1966 and now with the GII twin blade razor. The growth in Techmatic has been dramatic and even though faced with the launch of a new competitive system last Christmas we recorded our best ever Christmas sales and Techmatic sales this year to date are setting an all time record."

The GII is also claimed to reduce the likelihood of cutting the skin, through the pressure being spread over two blades instead of concentrated on one as in the double edge equipment.

The company estimates that by 1975, nearly half all wet shavers will be using one of the new systems and that the users of the GII will exceed the current 2½ million of the Techmatic, of which half are believed to have been using Gillette equipment previously, a quarter electric shavers and a quarter competitors' products (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex).





hexachlorophane deodorising agent. One Plus One is due to be on sale by the end of July and is designed to appeal mainly to the younger set as a freshener (Dana Sales Ltd, 19 Grosvenor Street, London W1).

### Foot care

#### Scholl's autumn collection

For the autumn and winter, Scholl are introducing clogs and sandals in suede (£4.99), specially treated to make them stain and water resistant.

Available in sizes ranging from three to seven, the clogs come in Cognac (brown) and Aubergine (plum) while the sandals, of an interweave design with adjustable strap, are presented in denim blue. The range, to be delivered to the trade in September, will be advertised in the Press during the Autumn (Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH).

### Sundries

#### Vacco luxury jug

Vacco have introduced a "luxury" jug, designed for the Christmas and gift trade. Coming in either a gift pack (£1.95) or standard pack (£1.80), it has a capacity of 36fl oz (1 litre), incorporates the brand's leakproof closure and has an olive-green case (Vacco Ltd, Grosvenor Gardens House, Grosvenor Gardens, London SW1).

#### Beanstalkers tights

Selling in to chemists began last week of Bear Brand's new range of tights, Beanstalkers (£0.30). These one size micromesh tights with reinforced pantie are available in six shades ranging from light to dark and including grey, and are presented in a pastel coloured wallet (South Coast Hosiery Ltd, Benson House, Weir Road, London SW12).

### Household

#### Fabric painting

Dylon have launched Paintex (£0.08), a dye thickener which used with Dylon cold dyes allows colour fast painting on most natural fabrics. The product comes in a display outer containing 24 packs, each of which consists of one sachet of Paintex, a sachet of cold dye fix and an instruction leaflet (Mayborn Products Ltd, 139 Sydenham Road, London SE26 5HD).

#### New Alphakil pack

Rentokil's Alphakil Mouse Killer has a new look. It is now repackaged in sealed cartons each containing five sachets of Alphakil and can be tab sealed after use. The new cartons come in a red, black and white counter display outer containing 24 cartons.

Alphakil is cleared by The Ministry of Agriculture, Fisheries and Food under The Pesticides Safety Precautions Scheme. The Scientific Advisory Committee of the Universities Federation for Animal Welfare has expressed the opinion that Alphakil mouse-bait is humane.

The company say that with warfarin-resistant mice on the increase in London and elsewhere, Alphakil is providing the answer to most mouse problems. Its action relies on hypothermia, the mouse on eating the bait is put to sleep. As its

# PRESCRIPTION SPECIALITIES

### CHLOROMYCETIN Redidrops

**Manufacturer** Parke, Davis & Co, Usk Road, Pontypool, Mon NP4 8YH

**Description** Isotonic solution containing in 1ml chloramphenicol 5mg, boric acid 15mg, borax 3mg, phenylmercuric acetate 0.02mg, purified water qs to 1ml

**Indications** Treatment of bacterial conjunctivitis

**Contraindications** Hypersensitivity to chloramphenicol

**Dosage** Two drops to be applied to the affected eye every three hours or more frequently if required. Treatment should be continued for at least 48 hours after eyes appear normal

**Storage** In a refrigerator until dispensed. Protect from light

**Pack** Amber, plastic 10ml bottle with integral dropper (£0.32 trade)

**Supply restrictions** TSA

**Issued** July 7, 1972

### IPROGEN tablets

**Manufacturer** Genethic Pharmaceuticals (UK) Ltd, Abbey Life House, St Paul's Churchyard, London EC4

**Description** Orange sugar-coated biconvex tablets each containing 25mg imipramine hydrochloride

**Indications** Endogenous depression

**Contraindications** Do not use with monoamine-oxidase inhibitors. Contraindicated in neurotic or reactive depressive illness

**Dosage** Adults 25-75mg by mouth three times a day. Elderly or debilitated patients 10-30mg three times a day

**Notes** Imipramine increases sensitivity to alcohol and patients should be warned of this danger

**Side effects** Dryness of mouth, tachycardia, moderate hypotensive effects, occasionally blurring of vision

**Storage** In air-tight containers and protected from light. Stability under these conditions two years

**Pack** 250 tablets (trade price £1.30)

**Supply restrictions** P1, S4B

**Issued** July 1972

### TETRAGEN capsules and mixture

**Manufacturer** Genethic Pharmaceuticals (UK) Ltd, Abbey Life House, St Paul's Churchyard, London EC4

**Description** Scarlet opaque gelatin capsules (two-piece) size no 1, each containing 250mg tetracycline hydrochloride incorporating the company's symbol. Tetracycline hydrochloride mixture containing 125mg in each 5ml

**Indications** Treatment of infections caused by tetracycline-sensitive organisms. For staphylococcal and streptococcal infections in penicillin-sensitive patients

body temperature drops the mouse dies in its sleep (Rentokil Ltd, Felcourt, East Grinstead, Sussex).

### Commercial cleaning

A new product from Johnson Wax Ltd—Super Pledge multi purpose spray polish—has been developed to deal with the more arduous cleaning, polishing and protecting requirements of commercial, industrial and institutional establishments.



**Contraindications** Should not be given to pregnant women and infants or to children up to 12 years old because of interference with growth and development of teeth

**Dosage** Children 2.5-7.5mg per kilo body weight every 6 hours by mouth. Adults 250-500mg orally every 6 hours. Up to 4g daily may be given in severe infections

**Side effects** Nausea, vomiting, diarrhoea. Rarely drug fever and allergic skin rashes. Very rarely occurrence of staphylococcal enterocolitis due to development of resistant organisms

**Storage** In air-tight containers, protected from light. Stability 2 years from date of manufacture. Decomposes in presence of moisture and warmth to producing toxic decomposition products

**Packs** 100 capsules (trade price £1.25): 500 ml mixture (syrup) (£1.20)

**Supply restrictions** TSA

**Issued** July 1972

### PENAGEN capsules, tablets

**Manufacturer** Genethic Pharmaceuticals (UK) Ltd, Abbey Life House, St Paul's Churchyard, London EC4

**Description** Capsules and tablets each containing 250mg of phenoxymethylpenicillin (potassium salt). Capsules are size no 1 pink opaque gelatin (two piece), and tablets are white biconvex, both incorporate the company's symbol. The mixture (125mg per 5ml) conforms to phenoxymethylpenicillin mixture BPC

**Indications** Infections due to penicillin-sensitive organisms

**Contraindications** Use with caution in patients with bronchial asthma or other symptoms of allergy

**Dosage** Adults 125-250mg; children 60-120mg; infants 30-60mg. These doses should be taken four hourly, but not more frequently

**Side effects** Some patients become hypersensitive to penicillin and urticarial rash may appear. Rarely severe and even fatal reactions may occur. Occasionally transient diarrhoea

**Storage** In air-tight containers. Stable for 2 years (tablets and capsules). Mixture when made up and stored at 20°C retains potency for 7 days; otherwise 1 year

**Dispensing diluent** Water (for Penagen mixture)

**Packs** 100 capsules or tablets trade price £0.80; 100ml mixture £0.28

**Supply restrictions** Therapeutic Substances Act

**Issued** July 1972

It is claimed to remove in a simple cleaning operation dust, stains, smudges and fingermarks, etc, while producing a rich "double wax" shine.

It can be used to clean and protect light and dark furniture, plastic tops, leather, articles, mirrors, chrome, stainless steel, porcelain and ceramic surfaces, enamel finishes, vinyl upholstery and marble (The Service Products Division, Johnson Wax Ltd, Frimley Green, Camberley, Surrey).



# TRADE NEWS

## Successful 'toddler' campaign

The Farleymen television campaign and the strategy of attacking the "toddler" market has increased ex factory sales of Farleys rusks by 18.5 per cent.

This increase has also been reflected in consumer and retail audits the main points being: family pack sales in multiples are up 29.4 per cent in the five months of the campaign to February 1972 compared with the same period in the previous year and purchases by mothers with more than one child under three years old are up by 40 per cent on the period prior to the start of the campaign.

The company are extending the TV campaign to embrace the Scottish, Grampian, Tyne-Tees and Ulster TV and Border areas.

"Overall we shall be investing in the order of £250,000 on TV alone this year", says product manager Mr Bryan Farrar. "This will mean we will be aiming for a 30 per cent heavier weighting on all TV stations in the next six months than was achieved last year."

Sampling will be maintained at a high level; there will be a major on-pack promotion in the Autumn plus a co-ordinated programme of public relation activities to extend the toddler development campaign.

"In the past nine months we have accomplished two major points," continues Mr Farrar. "We have adopted and implemented the new 'Farleymen' image right across our range of products. At the same time we have identified and proved that our market is not only 900,000 babies, but also 3.6-million toddlers. In short it may be increased 400 per cent. Now in 1972/3, we aim to employ every marketing opportunity and device to contribute to, and expand our sales in that market."

## New strength of Keflex

Eli Lilly & Co Ltd, Basingstoke, Hants, have introduced Keflex (cephalexin monohydrate) 250mg tablets, with identi-code U57, in packs of 20 (trade £2.81) and 100 (£13.50).

## Lists of ingredients

The listing of ingredients of toiletry products for external application has been brought to public attention recently by the introduction of the French range of skin care products, Vichy, which is being handled exclusively through Boots. This factor has received considerable mention in the consumer Press and is also a noteworthy feature in Pharmaton's three products—Skin activator, Hair tonic and Royal bath, all of which include leaflets detailing all ingredients.

These were introduced about two years ago as a logical progression from Pharmaton capsules, which are also designed

to alleviate the effects of stress, fatigue and ageing.

Skin activator, in 90g packs (£3.50) can be used on any part of the body, and like the other preparations is designed for use by both men and women. According to Pharmaton, some people have found their skin looks worse during the first few days of use, a muddy or blotchy appearance or slight peeling. However, these are said to disappear rapidly.

Hair tonic (£2.63) is designed to disappear into the scalp quickly without leaving oily residue and Royal bath (£2.37) cleanses and softens the skin, while it is claimed also to be applicable as a biological shampoo, augmenting the tonic.

Main distributors are Vestric Ltd, Chapel Street, Runcorn, Cheshire.

## Philips "picnic" for dealers

Commencing this month, Philips Electrical Ltd (Lighting Division) City House, 420 London Road, Croydon CR9 3QR, will be offering a popular idea in product presentation—a "picnic" box.

The polythene box contains Philips Photoflux range of flashcubes and flashbulbs, and, for the first time, Philips batteryless flashcube—the Magicube.

As against the battery operated PFC4 flashcube the Magicube is mechanically operated by the camera mechanism. Each cube contains four flashes and three cubes are packed in a presentation sleeve.

In all a total of 326 "flashes" will be included in the "picnic" box comprising, 40 PF1B Flashbulbs, 70 AG3B Flashbulbs, 45 PFC4 Flashcubes, (180 flashes) and 9 Magicubes (36 flashes).

When the contents have been sold the dealer retains the box for picnic outings.

## Aronde pouchettes

A new pouchette is bought once a year by ten million women and some of those buy two or three. This has been shown by research statistics compiled on behalf of Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight, who offer retailers 50 per cent profit or more on cost.

## Screen printing

As an example of their work, Kenton Display Studio Ltd, 21 Bissell Street, Birmingham 5, have reproduced an original painting by George Busby FRSA their chief designer. Mr Busby has long been established as a designer of point-of-sale aids, one of the specialities of the company, but it was only a little over two years ago that he decided, at the age of 42, that he would try his hand at painting. Now, without any formal art training he has held two one-man exhibitions, has been elected a member of the Society of Industrial Artists and more recently made a Fellow of the Royal Society of Arts. The reproduction of one of his paintings on a limited run demonstrates the quality of the company's screen printing process.

## Orlane distribution

We have been asked to point out that orders for Orlane products should be directed to Jean d'Albret-Orlane Ltd, 125 High Holborn, London WC1 6BR and not as stated in our issue of June 24.



## Colgate relaunched

Colgate dental cream is being relaunched as a fluoride toothpaste. This follows three-year trials among schoolchildren which are claimed to have shown that new formulation with MFP fluoride cuts down tooth decay by up to 30 per cent.

Presented in the four sizes at the same prices as the original toothpaste, it is said that the test market results in the Tyne-Tees area show an increase of brand share to 33 per cent (Colgate-Palmolive Ltd, 76 Oxford Street, London W1).

## Redesign for Limmits packs

Unicliffe Ltd, Unimart House, Stonar, nr Sandwich, Kent are introducing new designs on their Limmits pack, which incorporate a close-up photographic shot of the biscuit or bar and a new logo. It is expected that the full range of 26 varieties will be on sale in the new packs by mid-August.

## Sheer Silk improvement

On sale at most Co-op outlets this month are two new products under the company's own label, Sheer Silk. These are a hairspray in a 150g aerosol (£0.18) for all hair types and "luxury" talc in a 250g can (£0.16).

# Bonus offers

Bayer Pharmaceuticals Ltd, Haywards Heath, Sussex RH16 1TP. Bayolin. 84 invoiced as 72. 180 invoiced as 144. 384 invoiced as 288 (until October 31).

Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex. Rosedale Lanospray aerosols 127g, 200g, 108 invoiced as 72. Family shampoo 280cc 84 invoiced as 72. Herbal bath sachets 42 invoiced as 36. Stop It 12 invoiced as 9. Colortint 36 invoiced as 30. Frador 12 invoiced as 11, 36 invoiced as 30. Fradojel 12 invoiced as 11, 36 invoiced as 30.

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. Thicken Hair 96 invoiced as 72 while stocks last.

LR Industries Ltd, 8 Chingford Mount Road, London E4 9AE, Marigold Suregrip Heavyweight all-purpose house gloves. 13 invoiced as 12 (until September 1).

The Service Products Division, Johnson Wax Ltd, Frimley Green, Camberley, Surrey. Super Pledge Extra £0.25 per case discount.



# PROMOTIONS

## Large Gillette launch

The biggest razor launch ever is the claim for Gillette's new product, the GII twin-blade razor.

As well as advertisements appearing in the *Sunday Express*, *News of the World*, *Radio Times*, *TV Times* and the *Reader's Digest*, the television campaign is intended to reach a potential audience of 90 per cent of all men about 17 times each.

For added impetus, the launch is accompanied by a consumer offer of 50p off the recommended retail price of £1.25 (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex).

## Skin Dew offers

Selling in begins on Monday for Helena Rubinstein's summer offers from the Skin Dew range. They consist of a free 17cc eye cream (value £1.15) with each 28cc emulsion at £0.80, a free 30cc container of cream (value £1.42) with each 56cc emulsion for £1.33 and a free 340cc herbal lotion (value £1.85) with each 112cc emulsion at £2.12 (Helena Rubinstein Ltd, 31 Davies Street, London W1).

## Alo's national boosts

A programme to boost the sales of Alo cosmetics began last month with an offer in *Woman's Own* for a twin pack of Fashion tan and After tan. This is to be followed shortly by their Moisture plus being included in the next parcel to be distributed by the Universal Beauty Club, backed up by newspaper and magazine advertising.

Alo Cosmetics Ltd, who operate on a chemist-only basis have approximately 250 agencies and are now aiming to acquire 200 more throughout the UK. According to their newly appointed managing director, Mr Malcolm Fell, the response to their campaign in *Woman's Own* "exceeded their expectations" (Alo Cosmetics Ltd, 184 Great Portland Street, London W1).

## Success for New Bristows

Beecham are giving a 3p reduction on the price of bottles of New Bristows shampoo



and conditioner in one and a two-for-the-price-of-one offer on sachets of the same product.

This is designed to further the progress made so far by the brand and follows a recent three million 4p coupon drop which was linked to the second stage of the advertising programme scheduled to support the product launch.

The product is claimed to have attained brand share leadership according to Audit of Great Britain statistics, with 9 per cent of the total market for the four weeks ending June 3 (Beecham toiletry division, Beecham House, Brentford, Middlesex).

## Sales spiral for Close-up

After only two months on the market, Close-up is claimed by the manufacturers to have captured a 12 per cent national brand share, according to statistics compiled by Television Consumer Audit. At the same time, the overall toothpaste market is said to have grown by 10 per cent during the same two-month period.

Commenting on the publicity campaign, Gibbs' sales director, Mr Allan Price said the company were convinced that the sampling and couponing campaign just launched will make the product's share even larger. "By the end of the summer we will have sampled Close-up throughout the country and most people will have received two 3p coupons as well".

Coupons are currently being "dropped" in the north and will also go to London, Midlands, Southern and Anglia television areas. The £500,000 television campaign will continue until the end of the year (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1).

## Femfresh on TV

The trend towards greater frankness in the advertising for feminine hygiene products is confirmed by the current Femfresh television commercial being shown on Thames, which, in a bathroom conversation between mother and daughter, mentions the product itself for the first time (Crookes Anestan Ltd, 1 Thane Road West, Nottingham).

## Trufood refund offer

The Trufood refund offer is to be repeated this year, following its claimed success in 1971. The promotion, to run until April 30, 1973, entitles a mother to send in the packer's ticket from her first purchase of the product with a completed



coupon in exchange for which she receives a postal order for £0.44.

The details are explained in leaflets, containing the coupons, which are displayed in dispensers holding four cans. Furthermore, there is a bonus offer open to the trade until August 11 which consists of an order of 1-1½ doz tins to be invoiced at £4.02 per doz, 2-3½ doz tins at £3.96 per doz and 4 doz tins and more at £3.90 per doz (Cow & Gate Baby Foods, Guildford, Surrey).

## Signal 2 painting competition

The first two Chopper bicycles given as prizes for the Signal 2 competition have been won coincidentally by two brothers, one from each of the 5-8 and 9-14 age groups. Apparently an overwhelming number of entries were received for the competition which remains open until December with 50 more bicycles to be won (Signal 2 Toothpaste Painting Competition, Elida Gibbs Ltd, Hesketh House, Portman Square, London W1).

## Consumer offers

☐ On sale late July, a "double value offer 455cc size" of Desert Flower hand and body lotion for £0.62 (Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3).

☐ The 1½ oz tube of Proteinail carries a 10p off flash for as long as stocks last (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

☐ One Woodward's baby wipe sachet free in each Marigold threesome pull-on pants pack (LR Industries Ltd, North Circular Road, London E4).

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Alka-Seltzer:** All areas

**Aquasil:** So

**Bisodol:** Y, So, NE

**Clinomyn smokers toothpaste:** So

**Close-up:** All except E

**Feel Free:** All except E

**Femfresh:** Ln

**Harmony Hairspray:** All except E

**Hedex:** All except U, E

**Light Powder Arrid Extra Dry:** All except U, E

**Lil-lets:** Ln

**Milk of Magnesia liquid:** All except U, E

**Milk of Magnesia tablets:** All except U, E

**Polaroid Super Swinger cameras:** All areas

**Right Guard:** All except E

**Shield:** All except E

**Signal:** All except E

**Sunsilk shampoo:** All except E

**Sure:** All except E

**TCP liquid:** All except E, CI

**Tegrin medicated shampoo:** All except E

**US antiperspirant:** All except U, E

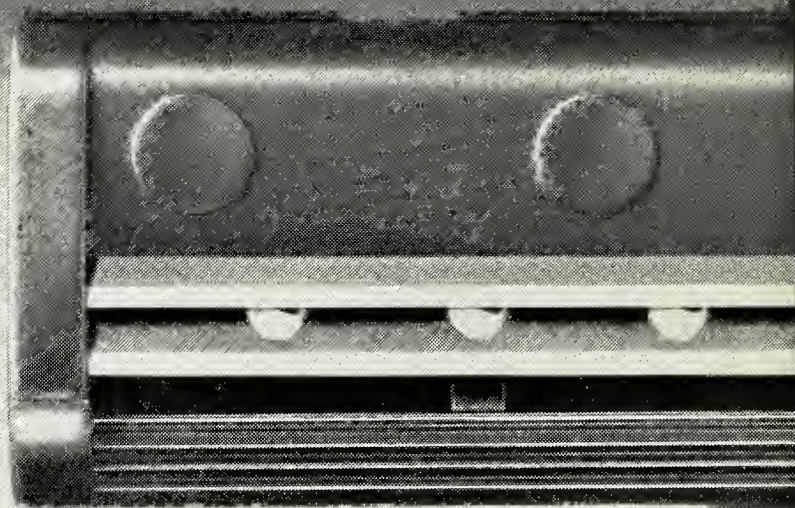
**Zoflora:** M, Lc, Y, NE, U

**Zubes honey and lemon:** Ln M, So



# Gillette

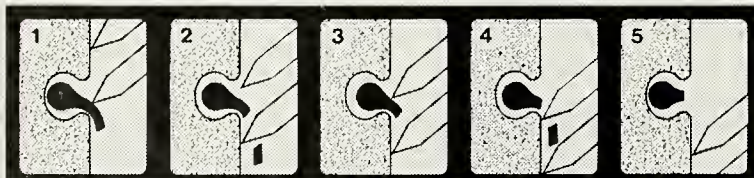
## The new twin-blade razor th



### The Razor.

The new Gillette GII can actually shave your customers closer than any single-blade razor.

Here's how:



1. Like all single-blade razors, the first blade lifts out more bristle than it shaves ...
2. Only a second blade following a split-second behind ...
3. Can shave that extra length of bristle before it retracts ...
4. Getting more of that bristle ...
5. Giving a much closer shave. That's why the new GII shaves close, then closer still.

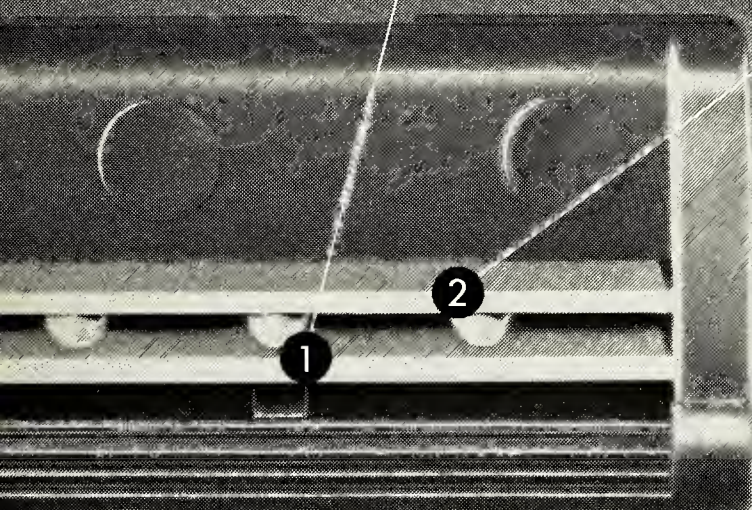
### The Advertising.

In advertising we're going to break some records too. This is going to be the biggest launch of a razor in Britain *ever* - our national TV coverage adds up to 750 spots, reaching a potential audience of 90% of all men about 17 times each. And! we'll be in big-space advertisements in the Sunday Express, News of the World, Radio Times, TV Times, and the Reader's Digest. And more important than anything else, we've got a product that men are going to notice, buy and talk about, so the new GII will practically advertise itself.



# GII

## haves close, then closer still.



### The 50p offer.

To help get the GII into the hands of more men, we're also selling the first consignment of razors at 50p less than recommended retail price. Your Gillette salesman has all the details. So if you want to make the most of the razor market this year, make sure you give the new GII plenty of shelf space. Turning razors into money is as simple as that!

Recommended price: £1.25  
Introductory price: 75p





# Market research— over the counter

A criticism sometimes levelled at the larger manufacturers in the cosmetics and toiletries industry is that their marketing executives operate in an atmosphere too remote from the public to know where demand really exists.

This accusation could never be laid at the retail pharmacy doors of Mr Malcolm Lyons and Mr Lawrence Harding, whose outlets in London's Sloane Avenue and Marylebone High Street make them admirably placed to know where the gaps in the market are, at least where their customers are concerned.

Indeed, despite the pharmacist being subjected to a constant flow of new products, Messrs Lyons and Harding are convinced there are still many hiatuses to be filled. Such is the thinking behind their latest venture, Lon (UK) Ltd, which was set up towards the end of last year as a distributive organisation for items coming in any of the three categories, cosmetics, toiletries and sundries.

The first product to be handled is Dylash (C&D June 17, p.827) which is believed to be the only eyelash dye currently being sold through the retail trade in this country. Imported from the Middle East, this preparation gives upwards of 12 applications per tube (£0.90) which

compares well on price with salon treatments.

At the moment distribution of Dylash is direct to large groups, some independents and through chemists' wholesalers, but it is expected that national coverage will be in operation by the end of July.

Lon are confident for success of this product, despite other eyelash dyes having appeared on the market in the past and enjoying only a short life before withdrawal. Optimism is based on the formula, which contains Ursol dyes and the favourable report on the result of an independent Draize test. In addition, Dylash was sold in both Mr Lyons and Mr Harding's pharmacies for six months prior to launch, when apparently there were no complaints of adverse side effects, and impressive sales figures were achieved.

But what prompted this diversification? It was simply that having been in retail pharmacy for seven years, their outlets, once fully organised, were found to run themselves, leaving time for other activities. Expansion on the retail side was ruled out, primarily due to the difficult staff situation, but also because the business quickly outgrows the scope of close day-to-day control by the owner, while below a certain level, it remains uneco-

nomic to employ experienced and successful top management. Lon place the number of outlets falling into this class at between three and 20, when, they contend, there is insufficient net profit to justify the extra responsibility, investment and effort involved.

Thus it became apparent that the obvious step was into distribution and from there evolved the philosophy which in many respects is the reverse of that governing many other enterprises in this field—taking time over product launches and keeping packaging costs to a minimum, despite aiming at the middle and top ends of the market where "value-for-money awareness is much more acute than generally thought," said Mr Harding.

Minority requirements will also have a place within the range. "If a small sector of the population needs a product, we will market it as we are geared to this type of exercise through our agreement with manufacturers," Mr Lyons explained.

In their bid to create an image of handling therapeutic rather than purely cosmetic products, Lon are now becoming involved in skin care. In the Autumn, they are launching a three part treatment in one pack under the brand name Sebedac. Consisting of cleanser, moisturiser and face pack, this trio is designed to cover the entire process of looking after skin of any age as simply as possible.

Hair is also under scrutiny and there are plans to introduce a product called Youhair which is sold all over the world and is claimed to be particularly popular in America.

As well as being a conditioner and hair-dressing, this non-greasy white liquid, is said to restore the hair to its natural colour following the lightening effects of the sun. But anomalously the product is activated by the same agent as causes damage in the first place—light.

Another area which these two pharmacies have discovered to be lacking is general beauty advice, therefore they have set up in conjunction with the company the Lon (UK) Beauty Advisory Service. This functions as a separate concern to give impartial advice to the public who can write to, telephone or visit the beauty therapist in charge, Judy Elliott. Although obviously it will be used as a vehicle for guidance on the company's products, inquiries on all aspects of beauty will be invited through leaflets to be included in each pack and recommendations of any manufacturers' products will be given, according to requirements.

The Lon venture took a long time to think out and mould to its present shape, but there is just one problem which could arise. If the current marketing strategy is as sound as believed, it will not be long before the business has grown to the extent that the methods of fieldwork used now will be difficult, if not impossible, to retain.

However, plans are being laid to ensure this never occurs. This week Mr Ronnie Berman began work as their marketing executive and Mr Lyons and Mr Harding have pledged that under no circumstances will they relinquish their High Street vantage points.

Picture shows Malcolm Lyons (left) and Laurence Harding with their first product in the Lon cosmetics range, Dylash





# COMMENT

## A tax 'gain'

Everyone wants "a friend at court", but today it is rather the "friend at Westminster" who is able to secure action on behalf of the community and sectional interests. If evidence were needed, it comes this week with the announcement of a change in the Finance Bill resulting from a committee-stage amendment sponsored on behalf of the Pharmaceutical Society (p 32).

The amendment will extend to non-profit-making trade and professional organisations "roll-over" relief from capital gains tax on profit from the sale of assets when those assets are to be replaced. In particular, the concession will relieve the Pharmaceutical Society of the tax it would otherwise have had to pay on profit from the sale of 17 Bloomsbury Square—which is required for the extension of the British Museum library—even though that profit must be devoted to the building of a new headquarters at Lambeth.

During this year's annual meeting of the Society, expenditure in relation to the Parliamentary fund was questioned, and the treasurer said that the sum of £1,365 had been "payment to Parliamentary representatives". The saving to the Society from this one amendment is put at between £100,000 to £200,000—suggesting that the expenditure represents real "value for money".

Two Parliamentary "advisers" who have been of particular help to the Society—Mr Norman Fowler and Mr Eric Ogden—put down a similar amendment at the report stage of the 1971 Bill, but despite support from both sides of the House, the principle involved could only command "sympathy" from the Treasury Ministers at that time. But, a year later and having had an opportunity to study the implications, the Government have accepted that a new "defensible line" can be drawn between those who receive roll-over relief and those who do not.

We look forward to the time when pharmacists are again numbered among members of the House, but meanwhile the profession can be grateful to those "friends" who are already working so hard and successfully on its behalf. The Society must ensure that these links with Parliament are preserved and strengthened—it is not always easy to find "off-the-peg" champions for causes that attract little political kudos.

## Wanted: "a sense of urgency"

The period before April 1973 is continuously contracting, but beyond the declaration that between the abolition of purchase tax and the introduction of VAT, there will be a "tax holiday", the Government has said little. It has not, for example, declared the extent of the holiday nor its conditions. Yet the outcome and the length of that tax-free period is information that is vital to the distributive community and should be made available as early as possible if manufacturers, wholesalers and retailers—are to plan effectively.

The intricacies of marketing on a national scale are complex, requiring detailed planning and the intermarrying of the aspects of development, production, and distribution. The problems are no less complicated when on

the more restricted regional basis, it is merely a matter of scale. In fact all those who are now trying to prepare for 1973—and in pharmacy that is not too far away—have this added VAT complication.

Nobody is going to plan to carry purchase-tax-paid stocks when VAT is introduced. Buyers will soon be taking that into account when ordering. Their figures are always adjusted by the stock-turn index applicable to the product, and the Customs and Excise should realise that stock-turn varies immensely in different types of shop. Those with the lowest stock-turn are often satisfying a special public need, and they should therefore be given appropriate consideration when VAT legislation is prepared.

Reports indicate that authorities are not willing to approve an "on consignment" scheme without imposing almost impossible requirements.

One company—Yardley—have had their proposals for mounting a "normal on-consignment" arrangement rejected by the Customs and Excise, in spite of prolonged negotiations, and now the company is to underwrite a special assurance cover for purchase-tax-paid stocks held at VAT D-Day (see p 32).

Goya have also undertaken to reimburse retailers, and others will undoubtedly follow, but the real need is for more information from the Government on the detailed aspects of VAT.

The current economy of the United Kingdom demands a period when conditions are relatively stable, so that plans can be made ahead resulting in an aura of confidence in business that could shrink the unemployment figures. The many queries surrounding VAT could well be undermining that confidence.



Charles W. M. Baldock, a 20-year-old pharmacy student from Dunstable, winner of the 1972 Lawrence Prize presented annually by J. H. Haywood Ltd, receives a £50 cheque plus a scroll from Terence Cammack, managing director of J. H. Haywood. The Lawrence Prize marks the association between the author D. H. Lawrence and the company. It is presented to a second-year student of pharmacy at Nottingham University for their contribution to student affairs throughout the year. Looking on is Professor M. W. Partridge, head of Department



# High speed modernisation for a Croydon pharmacy

Nineteen hours of work has transformed a Shirley, Croydon, pharmacy from a traditional, older-style shop into a bright, cheerful and thoroughly modern establishment.

Twenty-four-year-old Andrew McCoig and his wife, Cynthia, took over the pharmacy at 143 Wickham Road, in April. The previous owners had run the shop for over 30 years on a traditional basis with all sales over the counter but the McCoig's considered the shop's layout did not permit displays of effective marketing.

The decision to carry out a major shop refit was made before the business was bought. Plastic-coated steel shelving was preferred to wood as it was felt that it was much stronger and would give a far more flexible system.

In his previous capacity as a manager Mr McCoig had prior experience of Storeplan's modular shopfitting units. He had seen a part-shop conversion carried out by the firm and was impressed by the speed with which the conversion had been done and also the physical make-up of the shelving system.

## Team work

The company began trading on a Monday. At 7am on the following Wednesday Storeplan's installation team arrived and worked through until 2am the next morning to complete the modernisation.

All stock had to be moved out of the shop floor area but they remained open for trading throughout the whole of Wednesday morning. Despite the fact that the premises rapidly looked like a bomb-damaged shell, shop sales and dispensing were carried on as usual.

Much thought was given to the initial plans for the modernisation. Wickham Road is a residential shopping area as opposed to a shopping precinct so it was considered that self-service would be totally inappropriate in that area. However, it was felt that a layout which could lend itself either to personal service or to self-selection would prove the best scheme.

Storeplan's involvement at the planning stage resulted in the shop's present layout; only one slight alteration has been made and that was the interchange of part of the large "baby" section with the stock of slimming items and accessories.

A complete new shopfront was also installed at the middle of May at 143 Wickham Road by Watson Shopfitters of Bromley, to complete the shop's new, modernised image.

## Customer reaction

Initial reactions to the shop's transformation were quite varied—ranging from "Oh, how smart and bright" to "Oh, no, you HAVEN'T gone self-service—where are the baskets?"

However, the fact that Mr and Mrs

McCoig retained the assistants who worked for the previous owners and therefore already knew many of the customers, proved a great help in overcoming any initial bias during the transitional period.

Great pains were taken to point out the major difference between self-selection and self-service. Everyone was reassured that there was no fear of losing the personal

service they had grown so accustomed to. The task of putting over the new-looking shop could have been a far more difficult task without the assistants' help.

Self-selection has now caught on well at 143 Wickham Road. The new layout has enabled as much stock as possible to be displayed—utilising all wall shelving and gondola unit space to the full. Also



*Exterior of Andrew McCoig's pharmacy*

*Storeplan equipment in the selling area*







Another view of the selling area

special offers and display dump bins have been introduced—another new venture for the premises.

One of the assistants who worked for the previous owners has now been at the shop for over 7 years. When asked for her

comments and reactions to the refit, she admitted that she was so used to the old-school pharmacy that she greeted the thought of a re-designed and modernised shop with very mixed feelings. However, having seen the transformation take place,

she is now quite converted as to its necessity.

She says that it is much easier to work in—one point being that the shelving comes lower, meaning that as she is on the short side, she no longer has to spend so much time up a ladder for stock on the top shelves. She still has plenty of time to give the personal service liked and expected by many of her old customers. She also said that despite some initial fears and bias—especially from the older customers—the shop is now liked by all.

#### More spent

People are said to be spending more as the stock displays are so much more predominant and customers are discovering the shop has a far more varied selection of stock than they had always imagined—not only because of new lines but because of the vastly increased display facilities.

Mr McCoig says: "The whole appearance of the shop has become much bigger with the refit. We are carrying more varied stock and in greater quantities. Although the stock was displayed to a certain extent before, this Storeplan system has brought the stock into the shop as an integral part of it as opposed to its being purely 'on view' as it were. Now the stock really does speak for itself—Storeplan's concealed lighting helps tremendously here as it certainly draws customers' attention to all our ranges of goods".

## LETTERS

### In singles, please

Can you please appeal to *all* manufacturers to quote items singly. This is a great boon to retailers because they can see the cost price of each article and can convert quickly to quarter doz or half doz as the case may be.

**Middlesex pharmacist**

*This is why the system has been adopted for the C&D Price Service, and we fully support the plea*—EDITOR

### Temptatio bonita ?

The new edition of "Martindale" (number twenty six of the line) is certainly a temptation, though I cannot honestly say that I have really and truly read number twenty five—not in the sense that I've read Nicholas Nickleby or Anna of the Five Towns. But I must have referred to it at least a thousand times in its all-too-brief career, whereas the other two masterpieces have only been taken down for their all-too-rare dusting.

It is horribly expensive—about the same price as my Major Course at "The Square", but that was (alas!) over half a century ago, and the pound has done some queer things in the interval.

Yet another argument against it is the fact that I am supposed to be retired, and

on the shelf, albeit taken down and dusted at least daily.

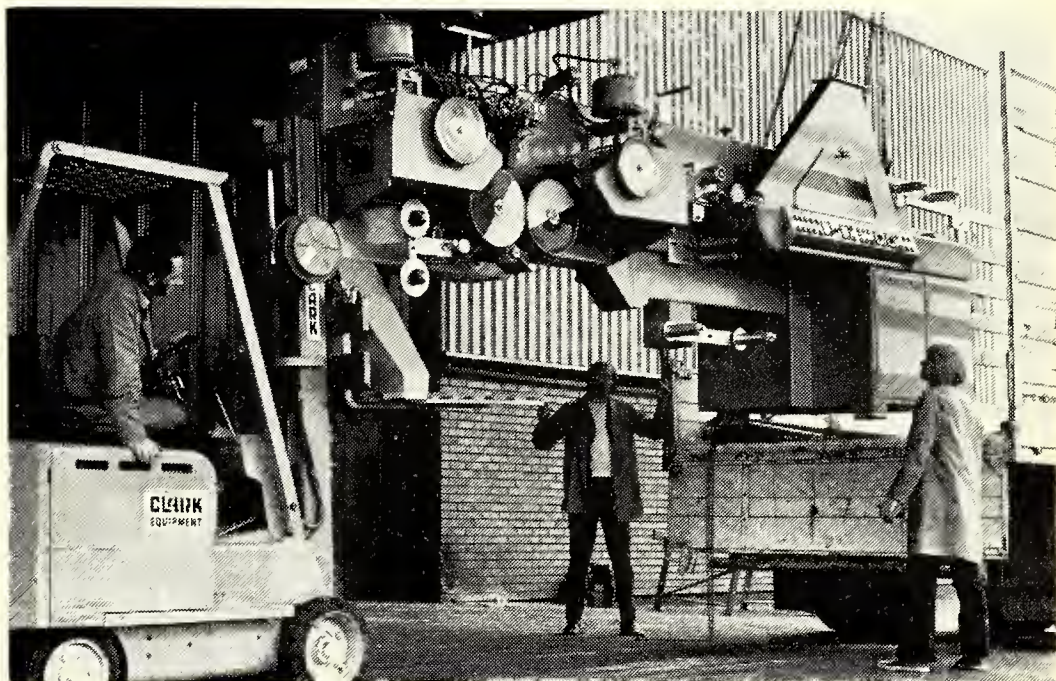
So what about it? One part of me says don't be extravagant, be content with number twenty five, until more thoroughly digested. Another part of me says don't let yourself get out of date. The last five years have seen some strange ups and downs in medical treatment—perhaps as many as in the previous twenty-five. And with all its modernity, it will still, I trust, incorporate Squire's

Companion, the pocket edition of which was my constant companion, at home and abroad, during the first world war.

I have a sort of feeling that the temptation is going to win!

**E. H. Shields**  
Stalybridge, Ches

Appreciated: Your Price List and weekly changes are extremely useful—they must be a fantastic job to compile—W.H.P.



A third automated production line for Libresse sanitary towels arriving at the Morpeth, Northumberland, factory of Sancella Ltd. The new line, imported from Sweden, will give Sancella an additional 50 per cent production capacity



# PROFESSIONAL NEWS

Pharmaceutical Society  
of Northern Ireland

## Diploma for postgraduate course students in NI?

The Pharmaceutical Society of Northern Ireland is to consider whether a "diploma" can be issued to members who successfully complete postgraduate courses sponsored by the Society.

Proposing a motion at the June meeting of Council, Mr Boyle said pharmacy was one of the few professions that had no additional qualifications to offer its members. The refresher courses were excellent in their own way but those who attended had nothing in the form of a certificate to show for their effort. He thought better use could be made of the facilities available for further education and so enhance the standing of the pharmaceutical profession.

### Forced into Open University

Mr Kerr supported Mr Boyle adding that many young, and some not so young, pharmacists were anxious to pursue a further course of study after qualification. Some had entered upon courses with the Open University in non-pharmaceutical subjects. Also supporting, Mr Gray said he had commenced a course with the Open University and he knew of many other pharmacists similarly engaged because of the lack of any suitable professional course.

Professor D'Arcy supported the proposal but said his main concern was for members who had qualified through the Society's diploma. An MSc degree in hospital pharmacy had recently been introduced and provision could be made for graduates to undertake further study. He would like to see some provision made for the non-graduates; a thorough and intensive course might be provided with an examination at the end. Professor D'Arcy visualised something that would be of real value and that would warrant recognition by the other professions. It was agreed to refer the matter to the Education Committee.

Council received the last report from a Board of Examiners. The only candidate remaining passed the Part II B examination and thirteen of the fourteen students taking forensic pharmacy were also successful. It was agreed that a letter be sent to the examiners conveying the Council's appreciation for their services during the past years.

The president, Mr W. T. Hunter, pointed out that although the Society's Part II A and Part II B examinations would not in future be held it would be necessary to appoint an examiner to conduct the examination in forensic pharmacy which those registered as students had to pass. It was agreed to nominate Dr W. Woodside as examiner for 1972. The Secretary was instructed to convey to Dr Woodside and to Dr J. G. Swanton the congratulations of the Council. Both had recently been awarded the PhD degree.

It was reported that the following members of Council would retire by rotation in October, 1972:—Pharmaceutical Chemist representatives—W. H. Boyd, T. M. Glass, T. A. Gray, J. Gordon, W. T. Hunter, G. E. McIlhagger. Registered Druggist representative—R. S. Adair.

A letter from the Local Pharmaceutical Committee drew attention to the agreement and financial arrangements concerning pharmacies in health centres and to a possible interpretation of a clause relating to the method of arriving at a figure for the annual rent and for the rates of the pharmacy. In arriving at the figures the district valuer might take into account the commercial rental for comparable accommodation in similar use outside a health centre. Mr Kerr said the Ministry of Health and Social Services had been requested to delay the printing and circulation of the agreement until the matter had been clarified. When fixing the rent and rates for the health centre in Omagh the commercial aspect had not been taken into consideration. At meetings where health centres had been discussed it had always been pointed out that the

rent charged would be on an economic basis, that is a return on the capital expended in building the premises. The Council agreed with the action being taken.

Consideration of the application of Miss K. M. Thompson, BSc, MPSNI for the T. Harper Foundation for 1972-1973 was postponed pending the submission of a report by Miss Thompson's advisor of studies.

The report from the Education Committee, which was adopted, included a recommendation that one graduate be registered as a student making a total of eleven for the year. Arising out of the report Mr McIlhagger raised the question of the recognition of practical training undertaken by other than a graduate. It was agreed that the matter be referred to a joint meeting of the Law and Education Committees.

Reports from the Finance and Law Committees were also adopted. Presenting the report from the House Committee, Mrs Watson said three colour schemes for re-decorating the Council room had been considered. The Committee thought the colours suggested were rather dark and further investigation was being undertaken. The position of the tables had been altered in an attempt to improve the acoustics of the room. The Committee would welcome the opinions of Council members on the effect of the new arrangement. Mr Coll said the proposals for curtaining the room would improve the acoustics; he thought the Committee should be authorised to choose a colour scheme and have the work carried out. It was agreed that the Committee should meet the architect and inform him of the Council's views.

## Proposed poisons changes

The Poisons Board has recommended to the Secretary of State changes in the Poisons List and Rules as follows:—

**Aldicarb, fenazaflor, formetanate and methomyl** to be included in Part II of the Poisons List and in Schedules 5A (restriction to preparations for use in agriculture or horticulture), 5B and 8 to the Poisons Rules; fenazaflor additionally to be included in Schedules 1 and 7 (paragraph 6) to the Poisons Rules.

**Arsenical poisons.** The entry in Schedule 1 to the Poisons Rules to be re-cast re-defining the general level of exception as 0.0075 per cent arsenic (As) instead of 0.01 per cent arsenic trioxide ( $As_2O_3$ ) and stating further specific exceptions, namely—

- (1) substances containing less than 0.022 per cent of arsanilic acid and not containing any other arsenical poison;
- (2) (i) poultry feeding stuffs containing not more than 0.0375 per cent of carbarsone and not containing any other arsenical poison, and  
(ii) any other substances containing less than 0.0263 per cent of carbarsone and not containing any other arsenical poison;
- (3) substances containing less than 0.0133 per cent of 4-hydroxy-3-nitro-

phenylarsonic acid and not containing any other arsenical poison.

The change to expressions in terms of As is in accordance with modern usage.

**Benzocetamine and its salts** to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules. [Tacitin]

**Bromomethane** to be included in Part I of the Poisons List and in Schedules 1 and 8 to the Poisons Rules, an exemption to be made in Group II of Schedule 3 to the Poisons Rules for bromomethane in fire extinguishers and a new paragraph to be included in Schedule 7 to the Poisons Rules requiring bromomethane to be labelled with the words "Caution. Do not inhale vapour or allow contact with skin, eyes or clothing".

**Flavoxate** and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules.

**Glibenclamide** to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules. [Daonil, Euglucon]

**Phosphorus compounds.** Demephion, demeton-methyl, demeton-S-methyl sulphone, dioxathion, fonofos, omethoate and thiometon to be included in Part II of the Poisons List and in Schedules 1, 5A (re-



striction to preparations for use in agriculture or horticulture), 5B, 7 (paragraph 6) and 8 to the Poisons Rules; all of these except demephion and fonofos to be also included in Schedule 15; and an exemption to be made in Group II of Schedule 3 for granular preparations of fonofos.

Demeton-*O*-methyl and demeton-*S*-methyl to be included in Schedules 5A (restriction to preparations for use in agriculture or horticulture), 5B and 7 (paragraph 6) to the Poisons Rules.

**Propantheline bromide** and **methanthelinium bromide** to be included in Part I of the Poisons List and a new paragraph to be included in Schedule 7 to the Poisons Rules requiring preparations of these substances for topical application to be labelled with the words "Caution. Ingestion can be harmful. If this preparation is used on the hands, they should be thoroughly washed before handling food". [Pro-Banthine bromide]

**Protriptyline** and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules. [Concordin is the hydrochloride]

**Salts of thallium.** A Rule to be made prohibiting sale except for export, for scientific education or research or chemical analysis, by wholesale, to a local authority or a port health authority for the exercise of its statutory powers, to a government department or an officer of the Crown for the purposes of the public service, or to a person producing a written authority in the prescribed form issued by an authorised person authorising the purchase of salts of thallium for the purpose of killing rats, mice or moles in the course of a business of pest control.

**Sodium arsanilate.** An exemption to be made in Group II of Schedule 3 to the Poisons Rules for liquid preparations intended for agricultural use containing not more than 0.9 per cent of anhydrous sodium arsanilate.

**Terbutaline** and its salts to be included in Part I of the Poisons List and an entry to be made in Part B of Schedule 4 to the Poisons Rules in respect of the substance and its salts when contained in aerosol dispensers. [Bricanyl is the sulphate]

**Thioguanine** and its salts to be named specifically (for avoidance of doubt) in Part I of the Poisons List and in Schedules 1 and 4A to the Poisons Rules.

The Home Secretary is considering making statutory instruments implementing the proposed changes. Any objections or observations should be sent as soon as possible to the Under Secretary of State, Home Office (Drugs Branch), Room 308, Romney House, Marsham Street, London SW1P 3DY.

## New officers

### Pharmaceutical Society

**Tunbridge Wells.** Chairman, M. H. Munro; vice-chairman, B. Perkins; treasurer, Miss M. Wallis; secretary, Mrs M. A. Sparrow, 29, Hither Chantlers, Langton Green, Tunbridge Wells, Kent.

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# Pharmacists' contributions to progress in the nineteenth century

About sixty attended a meeting of the British Society of the History of Pharmacy at which Professor G. Paterson, Toronto University, dealt with "Drug Entities in the 19th Century". The meeting began at 5pm, and continued after a break of a buffet meal. The arrangement was an experiment in both timing and arrangement, for a number of invited experts had been supplied with advance copies of Professor Paterson's paper and asked to comment on a number of questions posed by Professor Paterson at the beginning of his paper.

The first was, "What developments had to occur in medicine, pharmacy and chemistry before morphine could be expected logically on the scene?". The second was related to the results of the isolation of morphine, and such other alkaloids as quinine, emetine, strychnine, atropine. "Did their discoveries signal a revolutionary advance in therapeutics? If so, what sort of changes were set in motion?"

Thirdly, "Did important developments in the physical sciences, particularly in chemistry, have direct repercussions on medicine in general and on the nature and use of drugs as therapeutic agents in particular? Did developments in drug therapeutics exert any influence—and if so, what kind—on the basic sciences, particularly chemistry, and on the applied arts and sciences, specifically the practice of medicine, both by qualified and unqualified personnel?"

## Changing nature

Fourthly, "What inter-relationships existed between the changing nature of drugs and the economic and social history of western Europe and, to a lesser extent, North America, in which place the major drug discoveries of the 19th century took place?"

The paper began by looking at the pre-1800 and early 19th century drugs.

Early sources of medicament were found most frequently in the animal and vegetable kingdoms, rarely only in the mineral world. Wootton recorded that the first London Pharmacopoeia of 1618 (which owed a great deal to existing foreign formularies) "comprised 1,028 simples and 932 preparations and compounds".

Among these were only seventeen chemicals. They included calomel, turpeth mineral (mercurio sulphate according to Urdang) flowers of sulphur, the mineral acids, various antimonial mixtures, lead acetate (as *Sal Saturni*), an iron-containing mixture (the iron probably present as ferrous sulphate), caustic potash and potassium sulphate (as *Tartarus vitriolatus*). Urdang considered the inclusion of such chemical remedies by so influential pharmacopoeia as a major victory for iatrochemical practices.

Nevertheless, in 1800, the greatest num-

ber of official and unofficial drugs were still of vegetable origin, a lesser number were animal in nature, relatively few were mineral and even fewer were chemical entities. Moreover, the majority of chemicals in medicinal use, were, "inorganics". The only organics to be found in two major pharmacopoeias of the period—the London Pharmacopoeia, 1788, and the Edinburgh Pharmacopoeia, 1803—were alcohol and acetic acid in the former, and acetic acid, alcohol and starch in the latter.

## The pharmacist-entrepreneur

It was the pharmacist-entrepreneur who undertook the first pharmaceutical manufacturing (i.e. preparing medicinals on a large scale for sale or distribution to others) by reason of his greater training and/or personal qualities, including initiative.

Several names serve to exemplify this type of pharmacist-entrepreneur. The French apothecary, Antoine Baumé, was one of the first in France to manufacture galenicals and chemicals on a large scale.

An English pharmaceutical manufacturing business, Allen & Hanburys Ltd, that has become international, grew from an apothecary's shop at 2 Plough Court in the City of London.

Some time before 1730, Silvanus and Timothy Bevan, the proprietors, issued a wholesale list which included among the comparatively few chemical medicines, alum, arsenic, antimony salts, borax, calomel, cream of tartar, calamine, liquid ammonia, carbonate of ammonia, magnesia, mercury, sugar of lead, sal ammoniac, sulphur, white vitriol, tartaric emetic and nitric, hydrochloric and sulphuric acids.

It has been said that these and other examples of businesses engaged in the manufacture of galenicals, "patent" medicines and medicinal chemicals, were all modest in scale and their output too small "to justify describing them collectively as an industry".

However, the seeds were already present, at least in England, before the beginning of the 19th century for the establishment of a pharmaceutical industry—and on an increasingly chemical basis—for Luke Howard (destined to found Howards of Ilford Ltd in 1807), when admitted to partnership at Plough Court by William Allen in 1797, began by manufacturing chemicals.

The outstanding exception to the foregoing argument, re the development of pharmacist-entrepreneurs to become manufacturers of chemical medicinals, concerns the manufacturing operations of the Society of Apothecaries, London, which began in the Chemical Laboratory, added

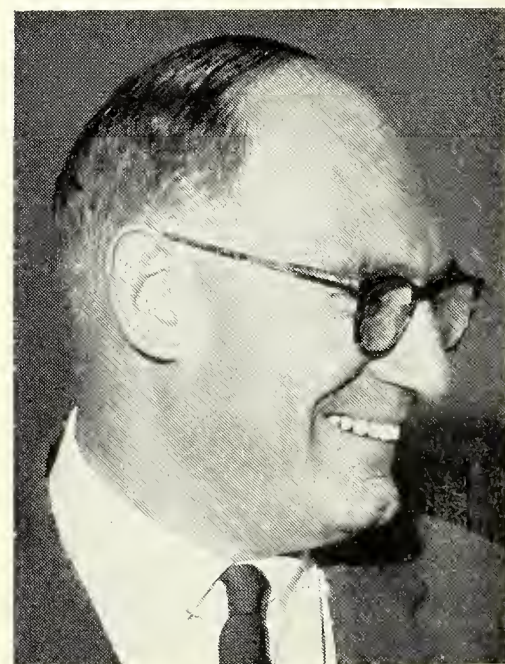
in 1671 to the Dispensary which had been instituted in 1623. The Society obtained its first contract to furnish the Royal Navy with drugs and chemicals in the late 17th century.

Professor Paterson then dealt with the isolation and early characterisation of the alkaloids in opium and cinchona "when he isolated morphine from opium, Sertürner took the giant step forward—recognising the existence of vegetable alkalis". Morphine, and quinine, initiated the therapeutic acceptance of alkaloids and the real manufacturing of organic medicinals. More generally all of the new alkaloids and other isolates from natural sources forced new thinking in the realm of analysis, qualitative to some extent but with increasing emphasis on quantitative aspects.

The far-reaching search for alkaloids yielded other types of plant principles, eg glycosides, and exposed to view the very great complexities of biological chemistry. Out of glycosides and alcohol, another compound occurring naturally, was to come the concept of radicals—the first three being benzoyl, ethyl and salicyl. Additionally, several alkaloids, morphine and emetine in particular, lent themselves to testing on animals and on human volunteers.

## Research relationships

"Not to be forgotten either are the research relationships of the French alkaloidal pharmacist-chemists Vauquelin, Pelletier, Caventou, Robiquet, etc. with French scientists of other disciplines, eg. Magendie, Gay-Lussac, Dumas, and the attraction of Paris and science in that capital in the post-Waterloo period for young scientists from other countries, Liebig from Germany, Morson from England, and even for older well-established men such as Berzelius from Sweden, who visited Paris in 1818-19 to be received by Berthollet, Gay-Lussac, Thenard,



Dr T. D. Whittet who has been appointed president of the British Society of the History of Pharmacy. Dr J. K. Crellin the new vice-president, will continue to be secretary



Chaptal, Vauquelin, Chevreul and other French chemists."

Crystals were obtained from opium extracts by Derosne and Seguin before Sertürner, but it was the German apothecary who recognised morphine's salt-forming capacity in a confused way at first and apparently to a very limited readership in 1806. Clearly and definitely his 1817 paper which received the international attention the importance of the subject merited.

Sertürner gave the base the name *morphium*, detailed his method of extraction (using ammonia to precipitate the free alkaloid).

By 1818 then, Sertürner's work had been accepted and confirmed by Robiquet; publicity had been given to his findings in France and Britain as well as in Germany; Pelletier had with Magendie, established a sound empirical approach to medicinal plants suspected of containing other alkaloids.

It mattered little in that year that the word *constitution* had not yet entered the language of chemistry, and that it required 110 years to clarify the structure of morphine and a further 55 years for its laboratory synthesis. The respective times for quinine were 88 and 41 years more. What did matter was that pharmacy was providing the majority of the chemists, chemists who had new patterns of research to follow in examining the *materia medica* for biologically active constituents.

The number of new inorganic drug entities discovered in the 19th century was rather fewer than one might suppose for at least two reasons: more were known at the beginning of the century than may perhaps be generally realised; there was more fascination for chemists—apart from classification of elements—in the new organic chemistry that unfolded steadily throughout the century.

Professor Paterson suggested "worthy of some future study would be the great number of inorganic compounds prepared by purification or by other means for use in medicine before the end of the 18th century". He then reviewed the work that led to the halogens. Chlorine, iodine and bromine were all known in the elemental state by the late 1820s but fluorine was not isolated *per se* until 1886 by Moissan, a pharmacist. Chlorine was of course declared an element, not an oxide, by Davy in 1810; it had been prepared by Scheele as early as 1774.

#### Extra potassium bromide

In 1828, Boland's newly-discovered potassium bromide was introduced into clinical medicine by Pourche against bronchocele and scrofula. The salt found its true role in 19th century medicine against epilepsy in 1857. Temkin says "Bromide of potassium owed its introduction into the therapy of epilepsy to a rather doubtful theoretical concept".

In the discussion following on a paper by Sieveking, Locock remarked that he had used potassium bromide to treat hysteria in young women and subsequently in what was termed hysterical epilepsy. It seems apparent, according to Temkin, that Locock did not advocate the drug's use as

a general remedy for epilepsy, but others did and by the mid-seventies, 2.5 tons of bromide were used annually at the National Hospital, Queen Square, London. It was not a cure but it was the best drug available until true anti-epileptics appeared in the 20th century by which time epilepsies were much better understood.

Amyl nitrate was discovered first in 1844 and introduced to medicine first almost a quarter century later. Sodium nitrite in the meantime became a component part of "one of the outstanding discoveries in organic chemistry . . . that of the diazo-compounds by the action of nitrous acid in the cold on aromatic acids containing the amino-group, made in Kolbe's laboratory in 1858 by Griess". This reaction played a most important role in dye chemistry and later had its effect on synthetic medicinals.

When reviewing the discussion Dr Whittet pointed out that pharmacists could be proud of the work of their earlier colleagues and their contribution to progress in the period under discussion.

## Dispensing fees in Scotland

The amendments to the Scottish Drug Tariff consequent upon the independent tribunal findings have now been published and are effective in respect of prescriptions dispensed on or after July 1. The position will be reviewed in about 6 months' time when the pattern of prescription numbers and costs of the current year "becomes clearer".

The new dispensing fees (additional to ingredient costs and container allowance) are as follows:—

|  |                                    |     |
|--|------------------------------------|-----|
| All medicaments (including proprietaries) not requiring extemporaneous, eg mixtures, linaments, gargles, paints and all liquids for internal and external use, tablets, pills, capsules, lozenges, plasters, suppositories, pessaries, bougies, ointments, creams, pastes, confections, powders in bulk and granules, etc. | Any quantity                       | 14p |
| All medicaments requiring extemporaneous preparation, eg mixtures, linaments, lotions, gargles, paints and all liquids for internal and external use, ointments, creams, pastes, confections, powders in bulk and granules, etc.   | Any quantity                       | 18p |
| Powders wrapped in separate doses and cachets extemporaneously prepared.   | 1 to 6                             | 12p |
|  | 7 to 12                            | 18p |
|  | Each extra dozen or part thereof   | 6p  |
| Tablets, pills, capsules, lozenges and pastilles extemporaneously prepared.  | Not exceeding 24                   | 24p |
|  | Each extra 2 dozen or part thereof | 12p |

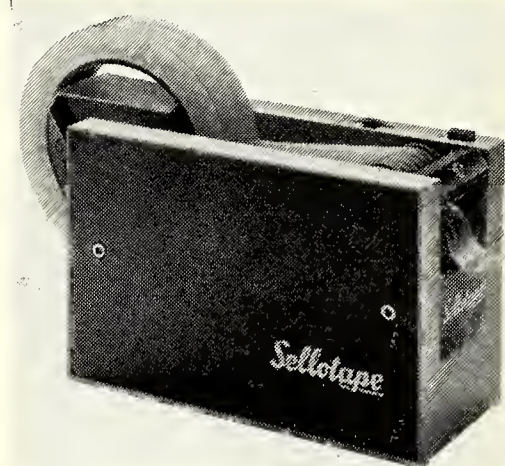
## Equipment

### Electric tape dispenser

Sellotape Products Ltd, Edgware, Middlesex, have introduced an electric dispenser.

Battery operated, the bench dispenser is designed to dispense automatically predetermined lengths of filmic and paper-based self-adhesive tapes. The unit has eight settings ranging from approximately 25mm to 200mm, but any length can be easily dispensed as the unit also has an override button for dispensing lengths of tape in excess of 200mm.

The dispenser base is fitted with foam rubber to prevent both the unit slipping and polished surfaces from becoming scratched. It is powered by three 1.5 volt batteries. Price of a single unit is £7.50, with considerable reductions available for quantity purchases.



Suppositories, pessaries and bougies, etc, extemporaneously prepared.

Not exceeding 12 24p

Each extra dozen or part thereof 12p

Ampoules and solutions of suspensions of medicaments; eye drops, etc, all extemporaneously prepared with aseptic technique.

Any quantity 24p

Plasters and blisters extemporaneously prepared.

Any quantity 24p

In paragraph 22 of the Tariff concerning rota service "delete 100p and 50p and substitute 400p and 200p respectively".

The sum which is disbursed annually among rural chemists who fulfil certain conditions has been raised from £7,000 to £12,000.

Arrears and supplementary payments to be made to chemists in respect of prescriptions dispensed between 1 September 1968 and 30 June 1972, both dates inclusive are as follows:—

1 September 1968 to 31 March 1970—  
1.219p per prescription

1 April 1970 to 31 March 1971—  
1.825p per prescription

1 April 1971 to 31 March 1972—  
1.958p per prescription

1 April 1972 to 30 June 1972—  
2p per prescription

The 'additional ½d' (0.208p) notified in circular ECS(P) 33/1968 is cancelled as from 1 July 1972.



# MARKET NEWS

## Demand for pepper but little else

London, July 5. The depreciation of the £ sterling against foreign currencies which continued throughout the week caused a flurry of buying in pepper but in very little else. Many commodities which are normally in regular demand were marked up by spot holders. The forward rates were also adjusted although such rates must be regarded as nominal since origin is unwilling to quote until there is a clearer idea of what the £ will settle at.

In crude drugs, changes—all upward—occurred in aconite, aloes, balsams, certain gingers, menthol, pepper, celery seed, turmeric, kola nuts, Costa Rican ipecacuanha, senega, squill and lemon peel.

There was a similar upward adjustment in prices of a number of essential oils. They included anise, camphor white, citronella, Madagascar clove leaf, geranium and peppermint—all in the forward position.

Pharmaceutical chemicals were in little demand with most prices steady. An exception was chloroform BP which was sharply higher for the smaller packs.

### Pharmaceutical chemicals

**Amylobarbitone:** 5-kg £3.55 kg; sodium £4.07.  
**Atropine:** (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

**Barbitone:** 50-kg lots £2.65 kg; sodium £2.65.  
**Butobarbital:** 5-kg £5.20 kg; sodium £5.77.

**Butobarbitone:** £4.74 kg for 5-kg lots.

**Chloral hydrate:** 50-kg lots £0.75 kg.

**Chloroform:** BP from £258 metric ton in 280-kg drums to £310 in 35-kg drums. 500-mil bottles £0.44 each.

**Cinchocaine hydrochloride:** £42.50 kg.

**Cocaine:** Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA Regulations.

**Cyclobarbitone:** £4.22 kg; calcium £4.22 kg.

**Dextromethorphan:** Hydrobromide £98.53 kg.

**Ether:** Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP—per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

**Hypophosphites:** £ per kg

|           |         |       |
|-----------|---------|-------|
|           | 12.5 kg | 50 kg |
| Calcium   | 1.14    | 1.06  |
| Iron      | 2.35    | 2.27  |
| Magnesium | 1.98    | 1.87  |
| Potassium | 1.57    | 1.45  |
| Sodium    | 1.27    | 1.17  |

**Kaolin:** BP is £66 per 1,000-kg in sacks.

**Magnesium carbonate:** Heavy £192, light £184 per metric ton.

**Magnesium oxide:** BP (per metric ton); light £560; heavy £890.

**Magnesium hydroxide:** BPC £560 metric ton.

**Magnesium sulphate:** BP from £42 metric ton exsiccated £75-£80 ton, ex works.

**Magnesium trisilicate:** £470 metric ton.

**Mercurochrome:** £7.95 per kg.

**Mercury salts:** Per kg in 50-kg lots: ammoniated powder £3.70; oxides—yellow £4.35 and red £4.55; perchloride £3.15; subchloride £3.90; iodide £4.75 kg for 25-kg.

**Mersaly:** Acid £15.75 per kg; sodium £21.50.

**Methadone hydrochloride:** Subject to DDA regulations £0.15 per g for 100-g lots.

**Methyl salicylate:** Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

**Narcotine:** Alkaloid and hydrochloride in 25-kg lots £15 kg.

**Oplates:** (per kg) subject to DDA Regulations.

|                      | 1 kg and over | Under 1 kg |
|----------------------|---------------|------------|
| <b>Codeine</b>       |               |            |
| alkaloid             | 183.00        | 191.00     |
| hydrochloride        | 156.00        | 164.00     |
| phosphate            | 140.00        | 146.00     |
| sulphate             | 156.00        | 164.00     |
| <b>Diamorphine</b>   |               |            |
| alkaloid             | 212.00        | 223.00     |
| hydrochloride        | 194.00        | 203.00     |
| <b>Ethylmorphine</b> |               |            |
| hydrochloride        | 179.00        | 186.00     |
| <b>Morphine</b>      |               |            |
| acetate              | 164.00        | 171.00     |
| alkaloid             | 202.00        | 211.00     |
| hydrochloride        | 165.00        | 172.00     |
| sulphate             | 165.00        | 172.00     |
| tartrate             | 198.00        | 207.00     |

**Papaverine:** Hydrochloride 25-kg lots £17 kg.

**Pentobarbitone:** 5-kg lots £4.57 kg for acid and £4.84 for sodium.

**Phenitone:** 25-kg lots £3.92 kg.

**Phenobarbitone:** 50-kg lots £3.60 per kg; sodium £4.10.

**Phenolphthalein:** 250-kg lots £1 kg.

**Pholcodine:** 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

**Quinalbarbitone:** Sodium and acid £5.16 kg for 25-kg lots.

**Sodium benzoate:** One-metric ton lots £28.33 kg.

**Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

**Sodium chloride:** Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

**Sodium citrate:** £313 per metric ton.

**Sodium perborate:** (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

**Sodium percarbonate:** (Per metric ton) £164.75.

**Sodium potassium tartrate:** £295 per metric ton.

**Sodium salicylate:** 1,000-kg lots £0.50 kg.

**Sodium sulphate:** BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.

**Sodium thiosulphate:** £44 per metric ton.

**Succinylsulphathiazole:** 50-kg lots £2.40 kg.

**Sulphacetamide:** Sodium BP £2.98 kg.

**Sulphadiazine:** 50-kg lots £2.79 kg.

**Sulphadimidine:** 250-kg lots £2.95 kg; sodium £3.05.

**Sulphaguanidine:** BPC in 250-kg lots £2.13 kg.

**Sulphamerazine:** In 50-kg lots £3.12½ per kg.

**Sulphamethizole:** BP 50-kg £3.65 per kg.

**Sulphanilamide:** 50-kg lots £1.40 kg.

**Sulphaquinoxaline:** Sodium, B Vet C in 50-kg lots, £4.38 kg.

**Sulphathiazole:** 50-kg £1.83 kg.

**Thymol:** In 1-ton lots £2 per kg.

### Crude drugs

**Aconite:** Spot £1,080 metric ton; £1,040 cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £270 spot; £240 cif. Curacao £780 spot; £730, cif.

**Balsams:** (lb) **Canada:** £2 spot; shipment £1.90 cif. **Copaiba:** BPC £1.25, Para £0.40. **Peru:** £1.08 £0.98, cif. **Tulu:** BP £0.70.

**Belladonna:** Leaves £0.15 lb spot and cif. herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif

**Benzoin:** BPC £0.75 kg spot; £0.66, cif.

**Buchu:** No spot; £1.00 lb cif.

**Camphor:** BP natural powder £0.85 kg spot; £0.83, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.

**Cascara:** Spot £325 metric ton; shipment £300, cif. Cassia: Lignea, whole £620 metric ton cif.

**Chamomile:** Hungarian £0.45, lb.

**Cherry bark:** Nominal spot and shipment.

**Chillies:** Zanzibar £575 ton spot.

**Cinnamon:** Seychelles bark £285 ton, cif. Ceylon quills four O's £604.80, quillings £313.60.

**Cloves:** Madagascar £1,450 metric ton, cif.

**Cochineal:** Tenerife black-brilliant £6.50 kg spot; Peruvian silver grey £5.10.

**Cocillana:** Spot £0.35 lb.

**Colocynth pulp:** Spot £650 metric ton.

**Dandelion:** Root £410 metric ton spot; £385, cif. Ergot: Spot £3.10 kg.

**Gentian:** Root £400 metric ton spot; £390, cif. **Ginger:** (ton) Cochon £225, cif. Jamaican No. 3 £1,050 spot; £840, cif. Nigerian split £210 spot, £195 cif; peeled £310 spot; £295, cif. Sierra Leone, offers withdrawn.

**Gums:** **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £24 cwt spot. **Tragacanth:** (cwt) No. 1 spot £250, No. 2 £220.

**Henbane:** Niger spot £430 metric ton; £420, cif.

**Honey:** (ton) Australian light amber £263, medium £251. Canadian not available. Mexican £24 Chinese light amber £238.

**Hydrastis:** £2 lb spot; no shipment offers.

**Ipecacuanha:** (per lb) Matto Grosso £2.50 spot; £2.40, cif. Costa Rican £2.30 spot; £2.10, cif.

**Jalap:** Mexican tubers £2 kg spot; £1.95, cif.

**Kola nuts:** West African halves £85 metric ton spot; shipment £75, cif.

**Lanolin:** Anhydrous BP minimum 1,000 kg £375 £415; cosmetic grade £430.

**Lemon peel:** Spot £250 metric ton; £230, cif.

**Liquorice root:** (metric ton) Chinese £110. Russian £115. Spray-dried powder £396, delivered. Blood juice £431.50.

**Lobelia:** American herb £785 metric ton spot; £760, cif.

**Lycopodium:** Indian £2.00 lb spot; £1.75, cif.

**Mace:** Grenada £0.35 lb. fob.

**Menthol:** (kg) Chinese spot £6.25, shipment £6.1 cif. Brazilian spot £375; afloat £3.70, cif; July-August £3.63, cif.

**Nutmeg:** (Per ton, cif). Grenada: 80's £570 sound unassorted £490, defectives £375, all cif.

**Nux vomica:** Shipment £100 metric ton, cif.

**Pepper:** (ton) Sarawak black £380 spot; £350 cif; white £540, £500, cif.

**Podophyllum:** Emodi £360 metric ton cif.

**Quillaja:** £470 metric ton nominal.

**Rhubarb:** From £0.30 to £1.50 lb.

**Saffron:** Mancha superior £82-kg.

**Sarsaparilla:** Spot £0.57 lb.

**Seeds:** (ton) **Anise:** China star £175, spot shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £300; shipment £260 cif. **Coriander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Iranian £240 cif. **Dill:** Indian, for shipment £120, cif. **Fennel:** Chinese £130 (metric ton), cif; Indian nominal. **Fenugreek:** Moroccan £72 long ton, cif. **Mustard:** £60-£120 spot.

**Senega:** Canadian £1.75 lb spot and cif.

**Senna:** (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11; manufacturing £0.08½; Alexandria h/p £0.52 ex wharf; manufacturing £0.26 nominal.

**Squill:** White spot £300 metric ton; £260, cif.

**Styrax:** £1.12½ lb spot; £1.10, cif.

**Tonquin beans:** Para £0.37 lb spot; £0.32, cif.

**Turmeric:** Madras finger £195 ton; £170, cif.

**Valerian:** (metric ton) Continental £280; £275 cif; Indian £270 spot; £265, cif.

**Waxes:** (ton) **Bees'** Dar-es-Salaam, spot nominal; £610, cif; **Candelilla** and **Carnauba** both nominal.

**Witchhazel leaves:** Spot £0.30 lb; £0.27 cif.

### Essential expressed oils

**Anise:** Chinese £1.45 kg spot; £1.35 cif.

**Bay:** £5.95 spot, shipment £6.50, cif.

**Bergamot:** £9.35-£14 kg as to grade.

**Bois de rose:** No offers.

**Cajuput:** £1.20 kg on spot.

**Camphor white:** Spot £0.38; £0.32 kg, cif.

**Cananga:** Java £5 kg, cif.

**Caraway:** Dutch £7.50 kg; English £21.50 kg.

**Cardamom:** English distilled £50 kg; Indian £46.50.

**Cassia:** Chinese 90 per cent, £2.20 kg, 85 per cent £2.05; both spot.

**Celery:** English £26 kg; Indian £19.

**Cinnamon:** Ceylon leaf £1.45 spot, £1.38 cif, Seychelles leaf rectified £3, cif. Bark, BP £2.20 English distilled bark £88.

**Citronella:** Ceylon spot £1.05 kg; £0.94½, cif. Chinese £1.05 spot; £0.99, cif.

**Clove:** Madagascar leaf £1.15 kg; £1.11, cif. English distilled bud £17.60. Stem oil £5.50 kg, cif.

**Coriander:** £8.80 kg spot.

**Cubeb:** English, £13.50 kg.

**Dill:** £5.70 kg spot.

**Eucalyptus:** Chinese 80-85 per cent £0.66 kg In bond; shipment nominal.

**Fennel:** Spanish sweet £2.09 kg.

**Geranium:** (kg) Bourbon £16.25; Congo £14.

**Ginger:** English distilled £40 kg; Indian £16.50.

**Juniper:** Berry £3.08 kg; wood £0.55.

**Lavandin:** £2.76 kg spot.

**Lavender:** French from £4.40 kg.

**Lavender spike:** In 1-metric ton lots £3 kg.

**Lemon:** Sicilian £3.86 kg as to quality.

**Lemongrass:** £1.95 kg spot; £1.72, cif.

**Lime:** West Indian £7.70 kg spot; £7.15, cif.

**Mandarin:** £5 kg.

**Nutmeg:** East Indian £4.95 kg. English distilled from West Indian £12, from E Indian £13.15.

**Palmarosa:** £7.50 kg spot, £7, cif.

**Patchouli:** Spot £4.25-£5.00 kg.

**Peppermint:** (per kg) Arvensis Chinese, spot unobtainable; £2.60, cif. Sept-Oct. Brazilian £2.55 spot; £1.45, cif. American Piperata from £1.60.